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May 26, 1969

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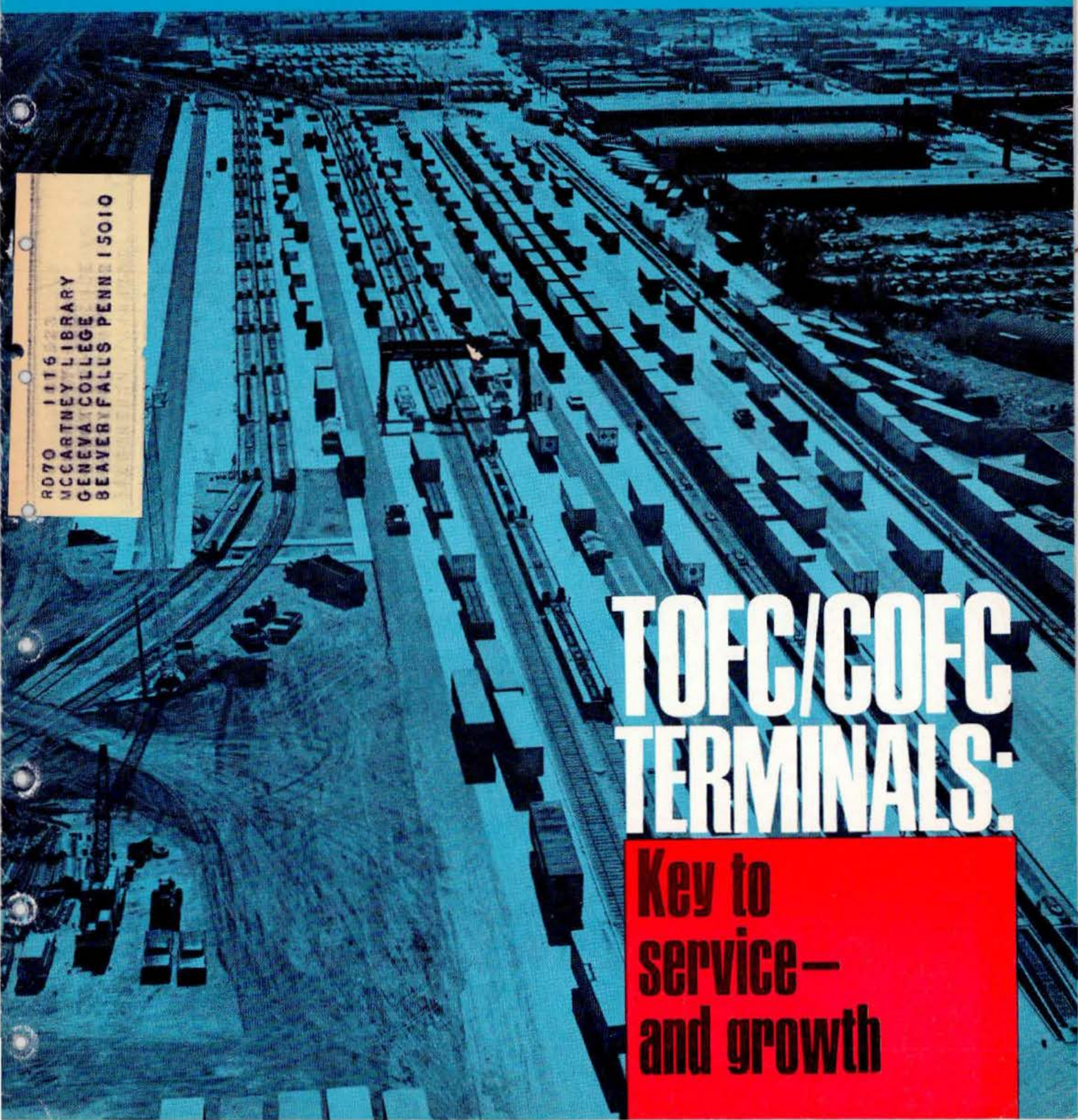

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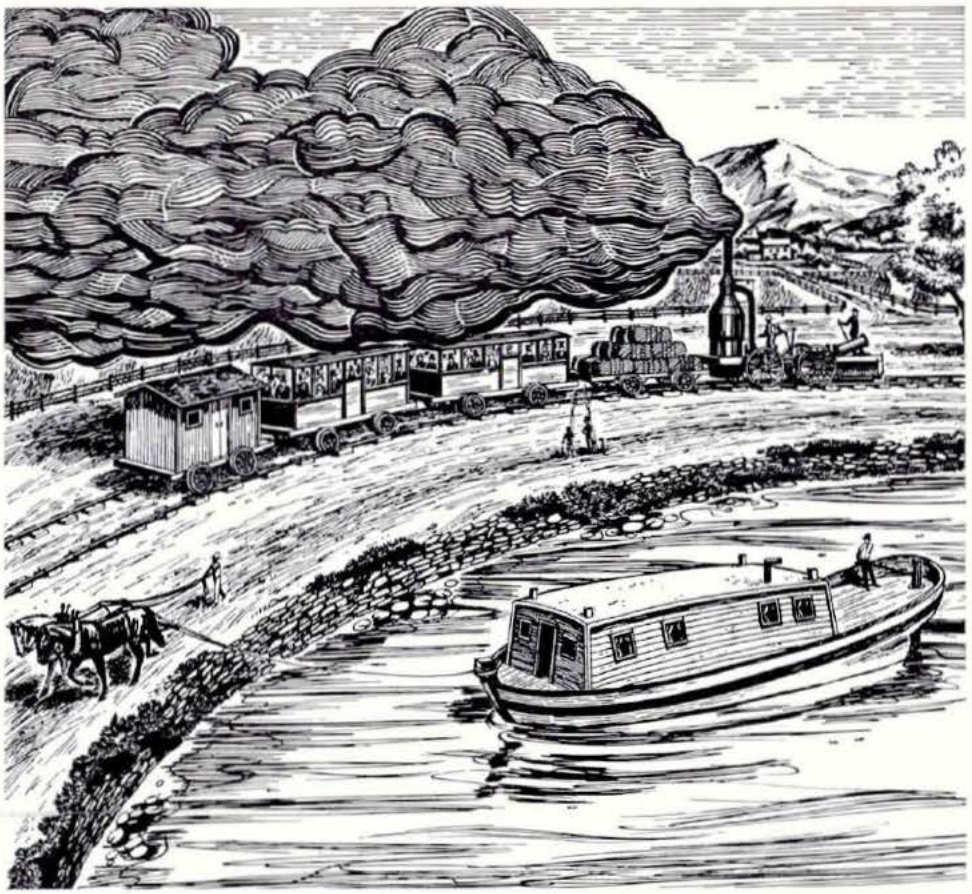

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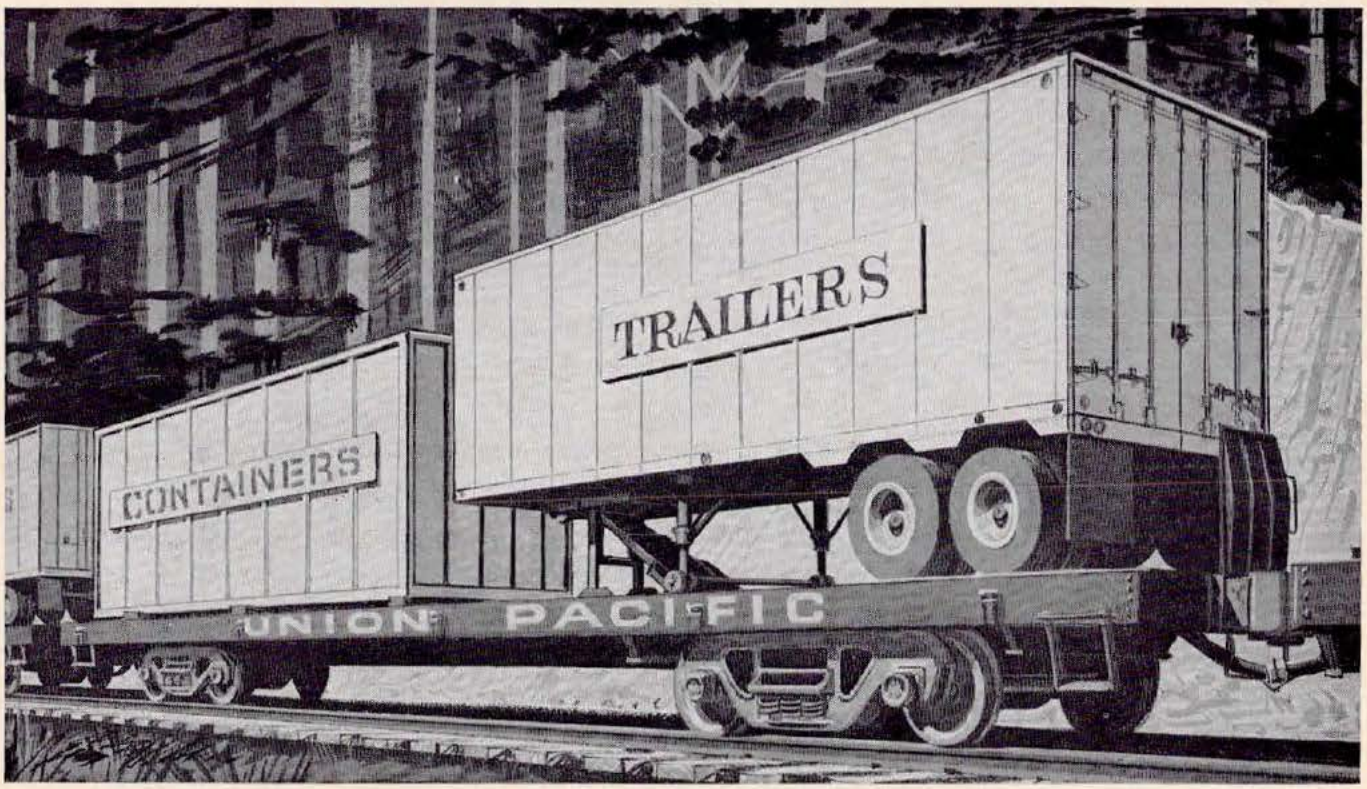

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RAILWAY AGE

May, 26, 1969 • Vol. 166, No. 19

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. . . AND COMING NEXT WEEK

A railroader-turned-trucker—William G. White, president of Consolidated Freightways—talks candidly about the two industries in an exclusive Railway Age interview to be published June 2. Also in this issue: A report on how the Metroliners are doing . . . and Joe Asher's report from London on the biennial meeting of the International Public Transport Union (UITP).

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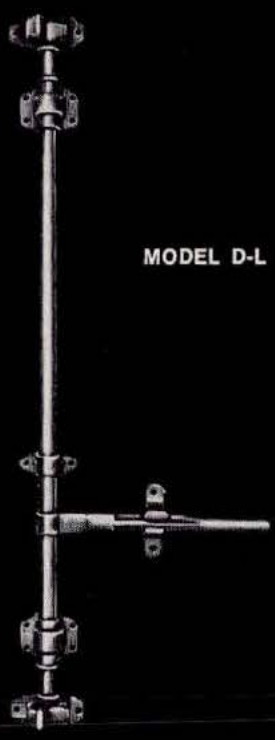

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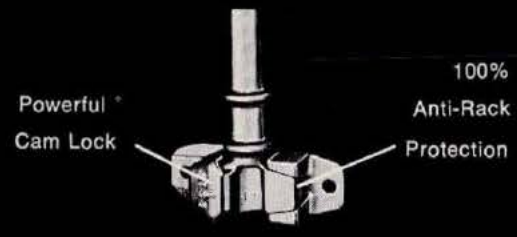

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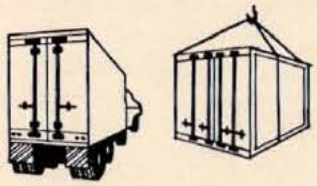

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SHORT AND SIGNIFICANT

Shareholders approve SP reorganization

Southern Pacific shareholders have approved a corporate reorganization plan involving formation of a holding company which will be able to move into diversified activities. Almost 80% of SP's outstanding stock was voted in favor of the plan; less than 1% was voted in opposition. SP President Benjamin F. Biaggini said the company "hopes to continue diversifying in transportation fields, and we now have the means of acquiring other types of investments if it should become desirable to do so." Meeting with stockholders just a few days after the Golden Spike ceremonies were held, Biaggini also had this to say: "We're proud of our forerunners who 118 years ago founded the railroad which became SP, as we are equally proud of the men who drove the Golden Spike 18 years later. But we at SP know that we have to move just as adventurously as they did into new operations and adopt new concepts in order to provide the total transportation service our customers must have."

NYS&W reports profit after 10 years of deficits

The New York, Susquehanna & Western reported a net income of $17,755 for the year ending Dec. 31, 1968, compared with a loss of $367,794 in fiscal 1967. This figure represents the first profit reported by the NYS&W after ten consecutive years of losses. For the final quarter of 1968, net income was $72,328 against a deficit of $48,907 a year earlier. Remarking on the profit, Irving Maidman, chairman and president, noted a decade of net losses amounting to $4,216,786 had ended. He credited the improved showing to increased revenues and to operating economies that resulted in lowered payroll and other expenses of approximately 10%.

Transportation: Moving toward a true "system"?

One way or another, as Erie Lackawanna Chairman John P. Fishwick sees things, transportation chaos will give way to order—because the public won't long put up with things as they are today. In recent years, he says, "our transportation industry has not responded adequately to rapidly changing conditions. We in transportation no longer represent a segment of our society which spurs on development and progress. Today we are perilously close to becoming a drag on progress rather than a spur." What can be done? Fishwick sized up the situation this way, in a recent Chicago Traffic Club appearance: "What we are coming to, I think, is a partnership of government and business in moving toward a solution to a vexing national problem. If we can set aside, or dampen down, some of the bitter infighting between modes, then we may hope for a voluntary, wide-ranging search for better transportation in the United States. If we cannot do this, it will mean that government—armed with an aroused public opinion—will push for solutions that are not voluntary."

Task force working on N&W-C&O merger

A Norfolk & Western—Chesapeake & Ohio task force is now at work planning the merger of the N&W-C&O-Dereco lines so that the transition will take place as soon as practicable with a minimum disruption of service, according to H.H. Pevler, N&W president. "Particular attention will be devoted to insuring the compatibility of the N&W and C&O/B&O computer and data processing systems," he added. One of the merger conditions required of the merged N&W-C&O system would be to file an application with the ICC within one year of the merger for authority to merge the Baltimore & Ohio into the system.

Budd to file for $30 million of debentures

The Budd Company has announced that it intends to submit to its board of directors a plan to file with the SEC a registration statement for an offering of $30 million of convertible subordinated debentures to finance expanding operations.

MONDAY MORNING REPORT

BLANKET LAW FOR SAFETY?

Senator Vance Hartke (D.-Ind.), chairman of the Senate Surface Transportation Subcommittee, is pushing a bill on rail safety. His bill would give the Transportation Secretary power to make and enforce safety rules for every area of railroading except employee qualifications. Lou Menk, Northern Pacific president, last week gave the rail response to that proposal. He said blanket legislation would be self-defeating. Consequently, rails are opposed.

CURE WITHOUT A CAUSE

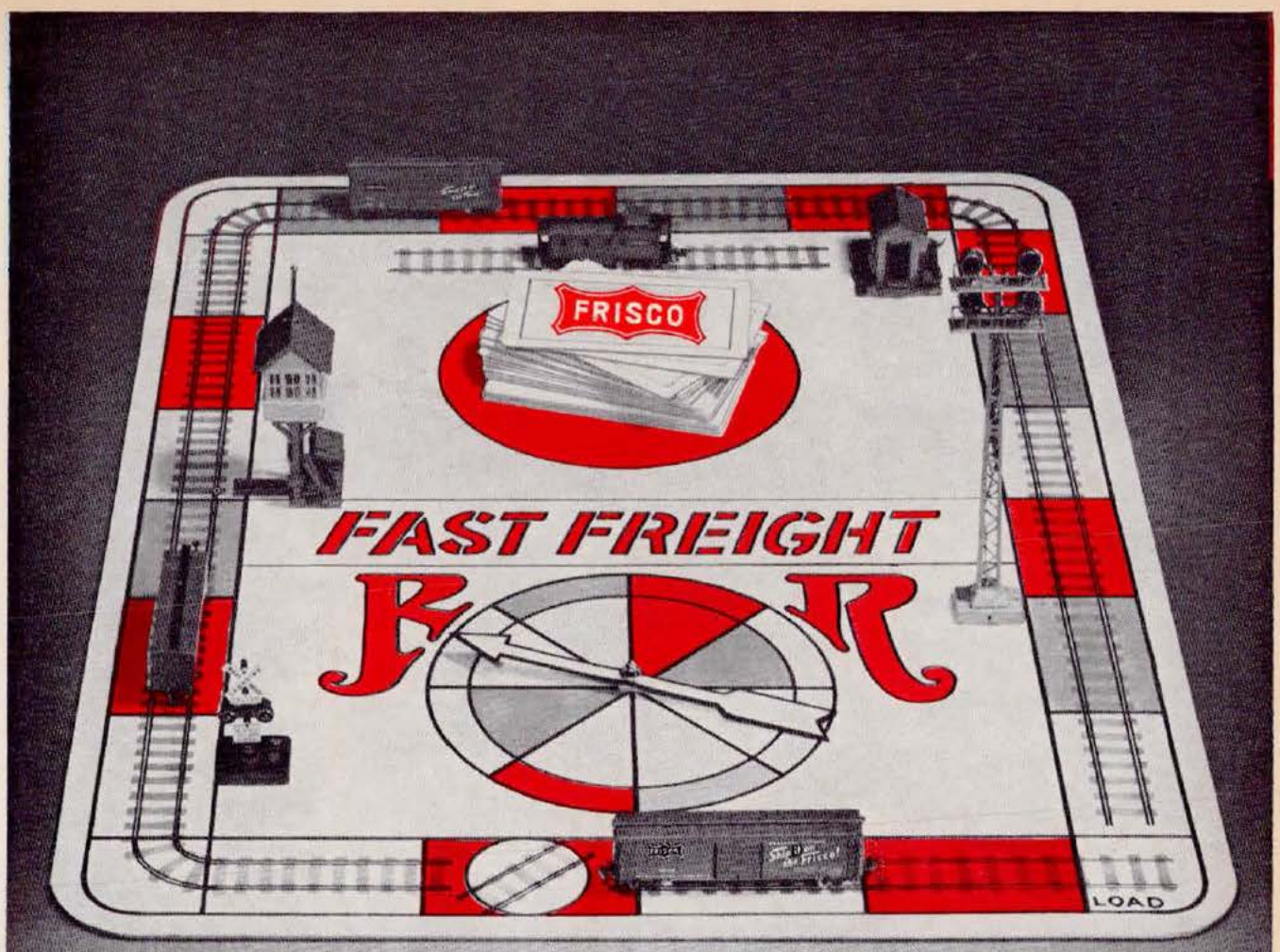
In the past, Menk said, Congress has tried to find a specific safety problem before drafting laws. But Hartke's proposal attempts to prescribe a remedy before the disease is diagnosed. On the other hand, such diagnosis is just what the Transportation Secretary's rail safety task force is working on right now. "To my mind this is the only intelligent way to grapple with our problems. If, as a result of this study, legislation is shown to be needed in a particular area, I think the industry will be just as much for it as anyone else. To adopt legislation now, in the broadest possible form, without the analysis of cause and cure that the task force can produce, is to take a stultifying and negative approach," Menk said.

RAILROADS ARE WORKING ON SPECIFICS

The specific problem that has brought rail safety to the boiling point, and produced the task force and the Hartke bill, is movement of hazardous materials. In this regard, Menk pointed out that AAR committees are probing everything from wheels and axles to tank car center sills. "What I am trying to get across is that we are doing everything in our power along these lines, and we are doing it in cooperation with officials of the DOT and the National Transportation Safety Board. We do not believe that any statute the Congress might devise or any regulations the DOT might adopt under it could do more for promotion of safety than those volunteer efforts," Menk said.

ENOUGH INERTIA ALREADY

Without proof of their necessity, why add more rules when the inertia inherent in government regulation prevents existing rules from being used before they're outmoded? Railroads already are having enough trouble with safety rules such as those covering power brakes and locomotive inspection. Such inertia is a fact of life, but "we find it very difficult to live with it and it is one of the important reasons why we oppose additional safety regulation unless regulation is clearly required," Menk said. He added that giving the DOT Secretary broad control over almost the entire rail operation, when much of that operation shows excellent safety records, "would be to put a strait jacket on the industry—and on safety, too."



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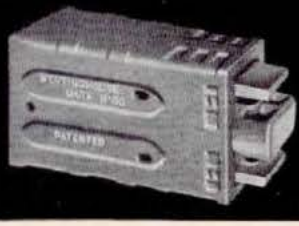

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RAILWAY AGE
THE TRANSPORTATION WEEKLY
MAY 26, 1969

Advertising managers pick six winners

General American Transportation Corp. is the winner of the 1969 Golden Spike Award of the Association of Railroad Advertising Managers. The award goes annually to a non-railroad advertiser "whose promotion of its own products and services augments the individual and collective efforts of railroad advertisers, thus creating a better understanding on the part of the public of the importance of railroads in the transportation system."

The presentation took place at the 18th annual Golden Spike Awards Banquet during ARAM's annual meeting at Montreal. Don W. Pazdur, director of advertising and public relations for General American, accepted the award.

Silver Spike award winners were:

Bethlehem Steel Corp., accepted by Edward J. Scull, account executive.

General Electric, J. F. McDermott, manager, locomotive advertising and sales promotion.

Pullman-Standard, James J. Stallman, advertising manager.

Merit Awards went to:

Vapor Corp., accepted by E. F. Routledge, service manager of Vapor Canada Ltd.

Railway Age, accepted by Charles E. Keil, district manager, on behalf of Robert G. Lewis, publisher.

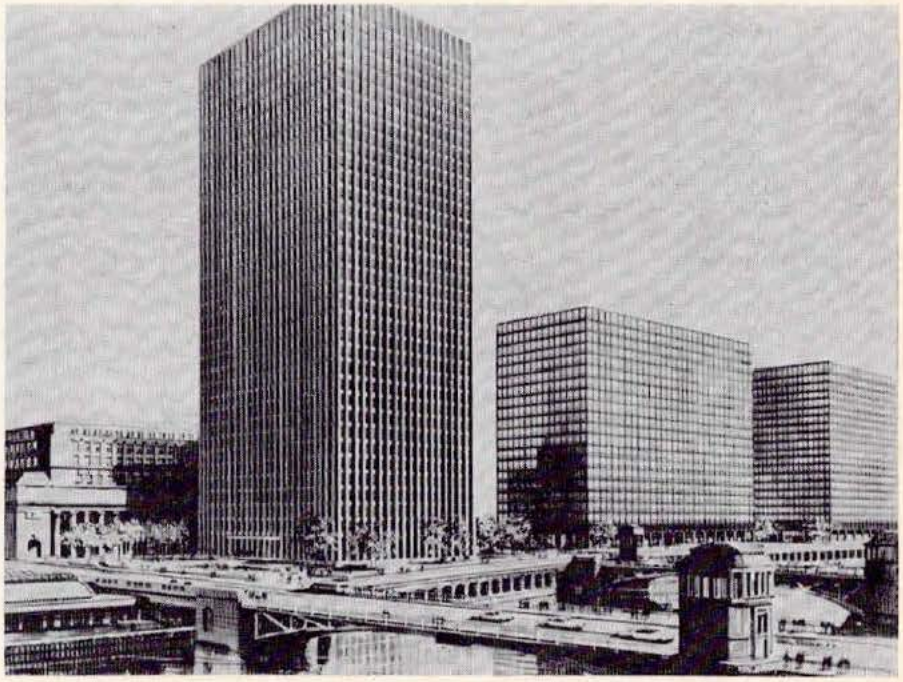
WEEK AT A GLANCE

Trailer Train will display 50,000th car

Three hundred railroad officers, suppliers and shippers have been invited to participates in ceremonies at Pittsburgh May 27 marking delivery of the 50,000-th car to the fleet of the Trailer Train Co. The day's events will begin at 11 a.m. at the B&O Station, where the three basic types of TTX cars will be on display—chain tie-down, rack, and all-purpose. After that, TTX President Curtis D. Buford will host a luncheon at the Pittsburgh Hilton, in cooperation with the Railroad Community Relations Committee of Pittsburgh. Speakers, in addition to Buford, will include Paul Tierney, member of the Interstate Commerce Commission, and F. W. Okie, president of the Bessemer & Lake Erie. TTX is owned by 35 railroads and a freight forwarder.

Chicago Union: Off with the old, on with the new

By late 1970 or early 1971, the Chicago Union Station area will look like this —with a $55-million, 35-story skyscraper replacing the classic stone structure built in the mid-1920s. Preliminary demolition work on the concourse building began May 14, heavy demolition is scheduled to get under way June 2. Two 22-story office buildings (at right) have already been constructed on CUS air rights, in 1965 and 1967. And, by '70 or '71, only the eight-story station office building (at left) will remain to mark what Railway Age in the 1920s described as a project "which embodies much that is novel and advanced."



GUS WELTY

LINES ON LABOR

OUT AT PROMONTORY on May 10, labor was not really represented. True, the Brotherhood of Locomotive Engineers had had a western conference at Ogden that week of the Golden Spike centennial. But at the ceremonies, labor was absent. Les Dennis wasn't there, Charley Luna wasn't there. If memory serves, *no* brotherhood leader was introduced to the multitude—and there were hundreds introduced, or so it seemed. Labor's "participation" came in just one way—in the tribute paid the great mass of railroad employees by almost every speaker who seized the microphone.

THE WORKING MAN, it was said, built the Pacific railroads. And the working man did his share in making railroads great, in the years that followed the linking of Atlantic and Pacific. All of that is true, and it should have been said. At the same time, it would have been good if some top representative of rail labor had been there to pledge the employees' support for the second transportation revolution, the one that's beginning now.

WITHOUT EMPLOYEE SUPPORT, there will be no second revolution. Without employee support, the industry will slip farther and farther toward a point of no return.

AAR PRESIDENT Tom Goodfellow did address the BLE meeting, and he did urge joint effort by management and labor in areas of common interest—including safety, service, research, diversification, passenger service, and improvement of public understanding of industry problems. But there was no public response by labor to this. And there was nobody from labor there to say an encouraging word about the prospects for settling the key issues which today split rail management and the organizations.

RAIL LABOR could have made a contribution at Promontory. Maybe, just maybe, a few positive headlines could have been created—and positive headlines are very much needed, at a time when a wage dispute with the tough-talking shopcrafts is unsettled, when the manning dispute remains hanging, when next year's wage demands are beginning to come in. It's true that rail management and labor are able to agree more often than they disagree. But the public doesn't know that, and this is what counts. Labor may have chosen to be somewhere else than at Promontory on Golden Spike day; labor may not have been invited to participate. Whatever the cause, whatever the reason for the absence —it was a mistake.

Chase offers new COFRS freight plan

The Chase Manhattan Bank has announced implementation of a new Computer-Oriented Freight Remittance System, called COFRS. The system, bank officers said, is expected to eliminate as much as 75% of the red tape involved in settling freight shipments by eliminating the need for both invoices and checks. Last year, the bank estimated, shippers and carriers paid well over $150 million to process the more than one billion forms which could be eliminated electronically by the COFRS approach.

As a step toward the "checkless society," as Chase officials refer to the 1970's, the shipper would prepare the standard shipping order, or bill of lading. Using statutory rate information, the shipper computes the charges for the transaction and marks the shipping order "COFRS"—a signal for the carrier not to go through the procedure of preparing and sending an invoice. The shipper forwards the payment information directly to Chase, which handles the transaction from that point. The bank charges the shipper's account for payments as they become due, and transfers the amounts to the carrier's account. Therefore, not only invoices, but checks as well are eliminated. For carriers using the system, the bank stated, savings could be as much as 75%, while shippers could save between 20-30%.

Bank officers noted that COFRS, designed to handle only prepared shipments, was not replacing their regular freight payment plan, and that it was not necessary to have an account with Chase to make use of the new plan. COFRS has been under development for two years. Its users can instruct the bank by telephonic transmission directly to the computer system, punchcards, magnetic tapes, copies of bills of lading, or lists of shipment data.

According to Chase, COFRS is compatible with both centralized and decentralized freight accounting procedures. Either a headquarters office can consolidate shipment data from all plants for transmission to the bank, or individual plants or regional offices can send data. The system is designed to receive payment instruction weekly, semiweekly, or daily, and should provide a bridge from the costly paperwork procedures in use today to the near universal use of computers expected to develop in the 1970's.

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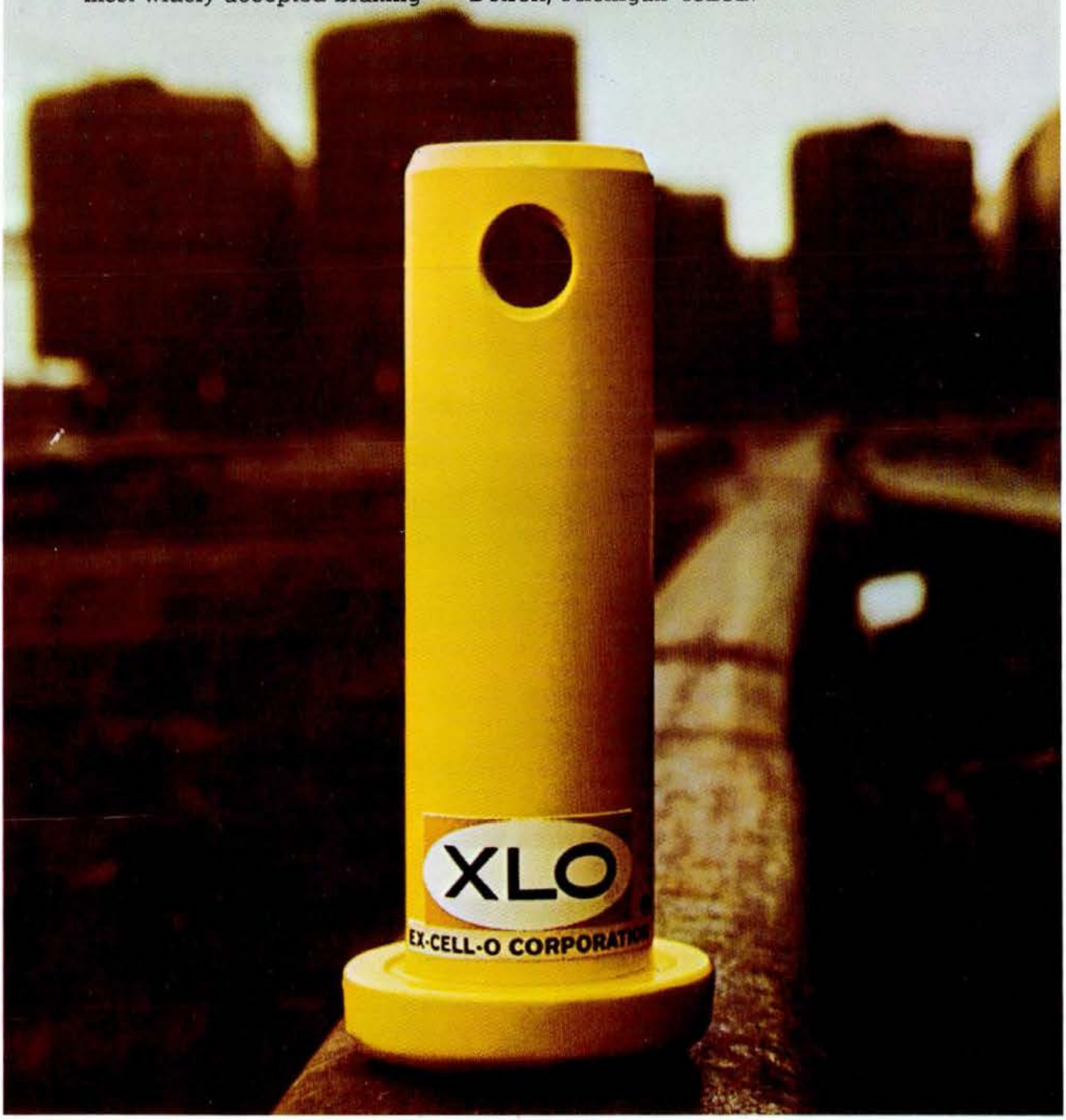

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Yes. To help our customers.

As an experiment, one of our 40-foot rail-highway containers was loaded aboard a huge Lockheed C-141 StarLifter. It went on easily, with room to spare.

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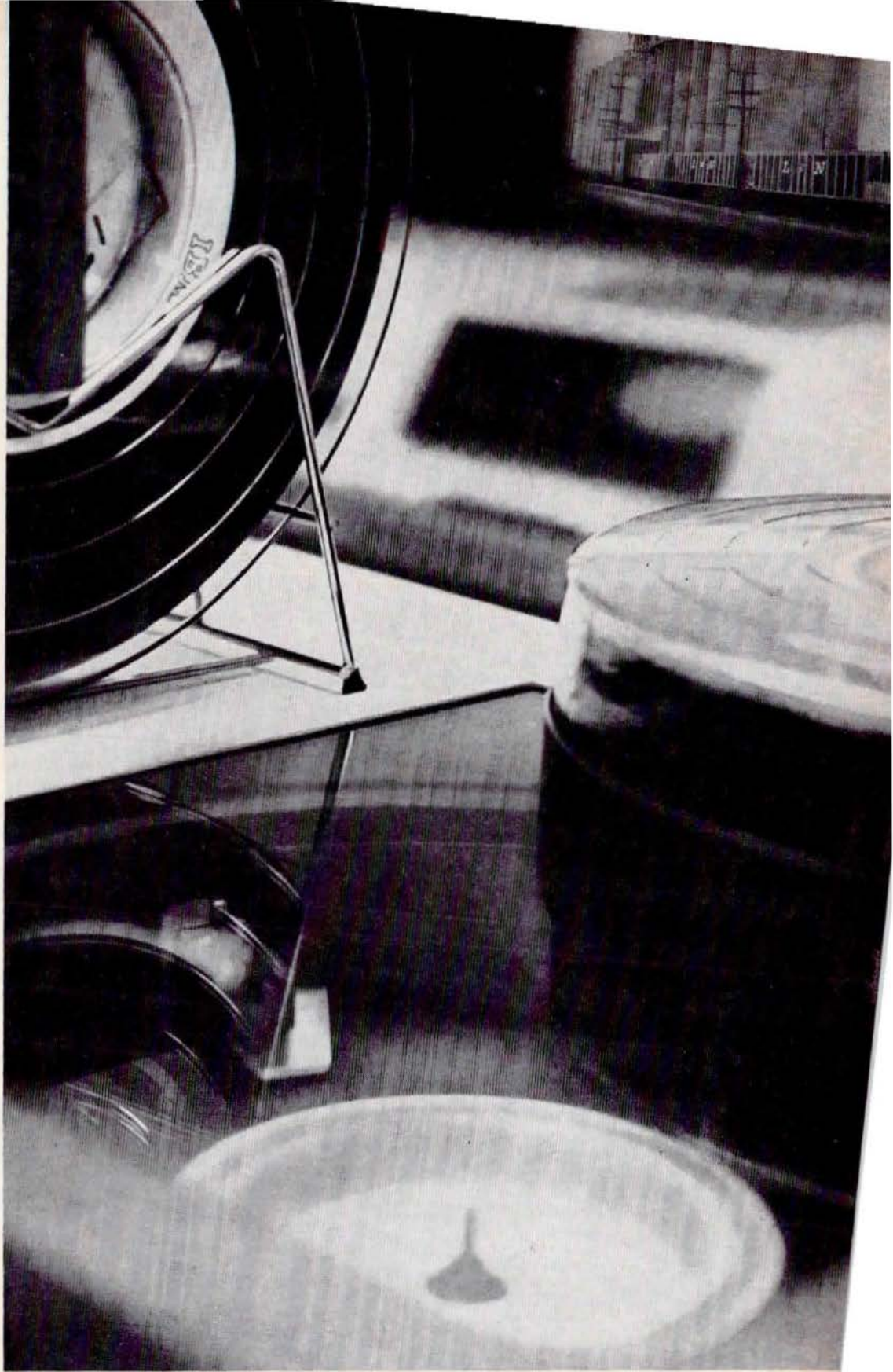

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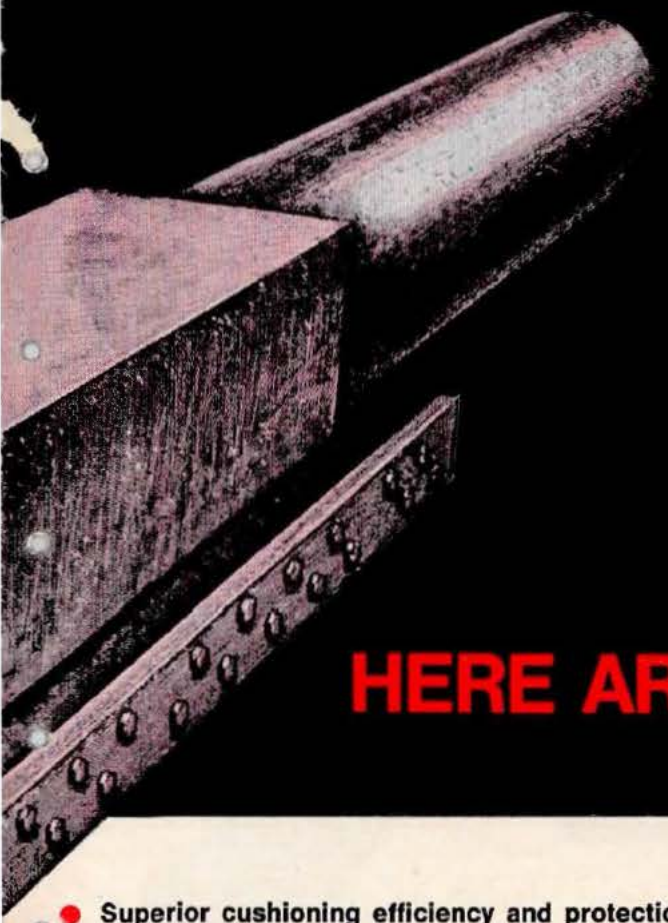

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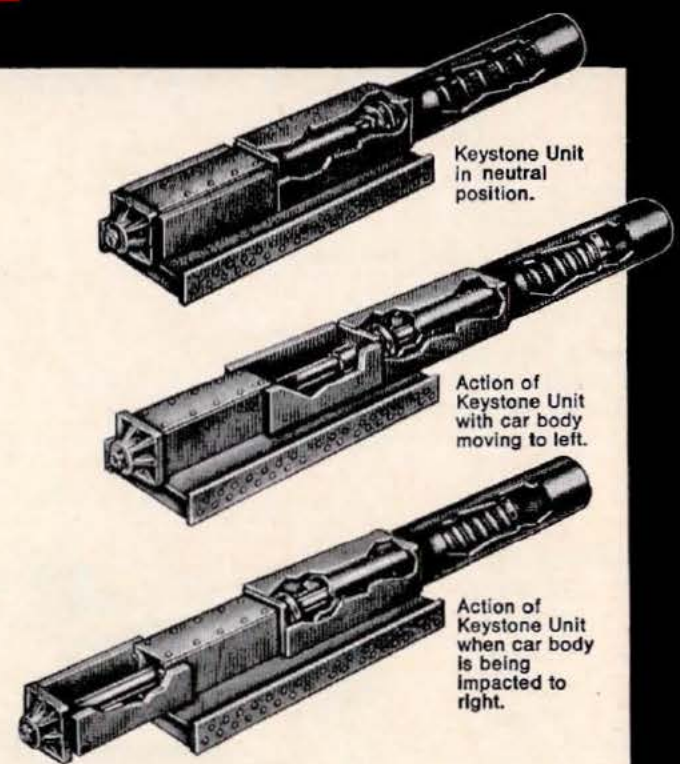

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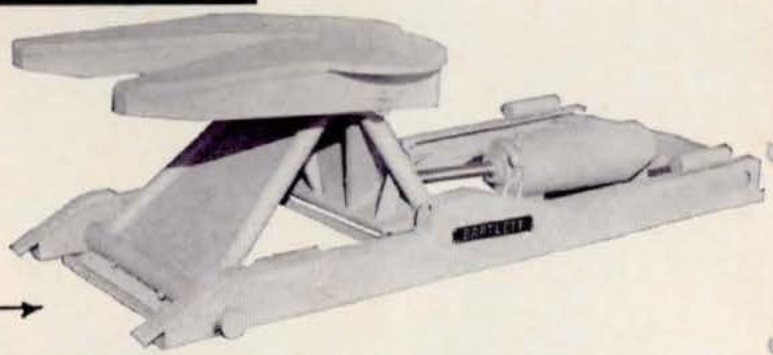

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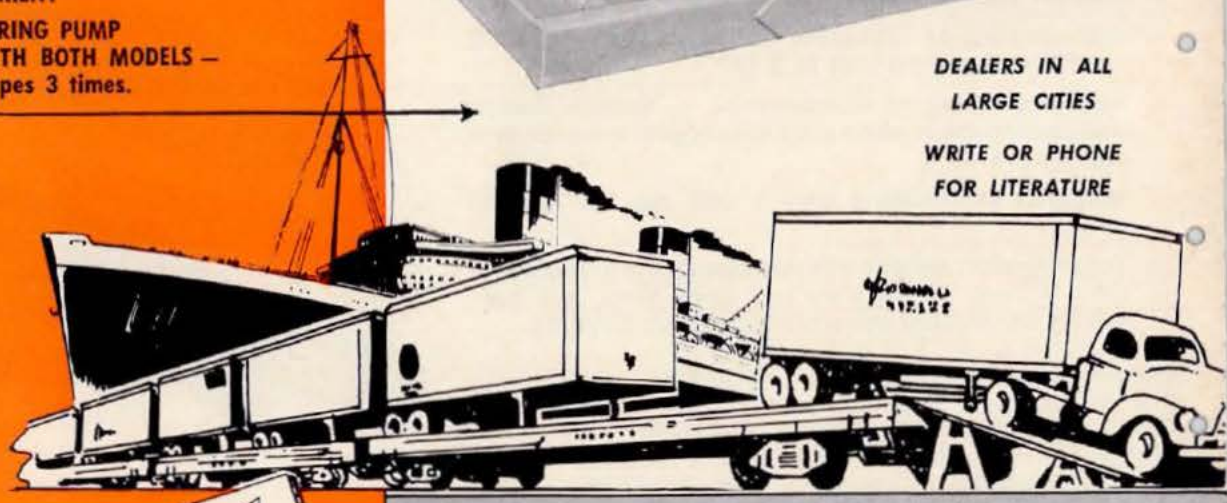

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GEARING FOR CONTAINERS

With an increase in container traffic—and with further increases coming—western roads are equipping terminals for fast container-handling. This is the Chicago, Burlington & Quincy's new Side-Porter at work at Chicago.

TOFC/COFC TERMINALS: KEY TO SERVICE AND GROWTH

By GUS WELTY, SENIOR EDITOR

Sometimes, continued success can be as boring as continued failure is frustrating.

For more than a decade, piggyback has been the success-story of railroading. Each year, new traffic and revenue records are set. Each year, more shippers are converted to TOFC or COFC. Each year, Trailer Train celebrates another anniversary and adds X-thousand cars to a fleet which ranks among the biggest in the industry. (In Pittsburgh this week, Trailer Train will ceremonially display its 50,000th car and announce plans for acquiring an additional 5,500-to-6,000 cars this year.)

So what's wrong with piggyback? Is the increase in volume producing a deterioration in service? Are terminals clogged with business to the point where delays are chipping away at TOFC's service reputation? Is lading damage becoming a problem? Are equipment shortages cropping up? And how about the quality of the equipment being used?

● **TOFC/COFC in good health.** From the East, the West, the Southeast, from big roads and small ones, a Railway Age survey got answers to those questions. And the answers indicate that there's no real cause to worry about the health of TOFC/COFC.

There are problems. The terminal problem is the biggest one, and it will continue to be. There is scattered concern about the quality of equipment and about equipment shortages. There is some worry about eastern roads' reluctance to handle containers unless they're equipped with wheels. But nowhere is there any feeling that TOFC/COFC has come anywhere near hitting its peak.

Growth forecasts are uniformly optimistic. For 1969, individual roads in the Railway Age survey are predicting gains of anywhere from 10% to 35% in traffic or revenues. Long-range studies—and specifically, one done by the Milwaukee Road—point to annual increases of more than 15% in trailers handled, through 1973, for the industry as a whole.

In general, top TOFC/COFC officers are proud of their roads' ability to absorb traffic increases without a breakdown in service. They're confident that future gains can be handled just as well—*if*, among other things, terminal development is brought along as it must be.

● **Money and planning.** Some piggyback terminal problems can be solved by money; others require a bit of operational juggling, within the framework of service demands set by shippers and receivers.

S. Christovich, director-trailer service for Chesapeake & Ohio/Baltimore & Ohio, sums up the dual approach this way: "We're in a strong growth situation, and in given situations workloads can increase dramatically almost overnight. This means we have to adjust work shifts, work techniques and, in some instances, entire facilities. Facility adjustments do take some time. But over-all, we have managed to prevent increased terminal workloads from impairing service. We have managed to expand facilities as we've gone along—and, for that matter, we have several substantial installations modernizations under consideration right now."

The customer-demand factor in terminal operation gets a strong mention from several operators——including F. R. McVoy, traffic manager, truck-rail and merchandise sales, Missouri Pacific/Texas & Pacific; and Willard R. Eiler, Frisco's Merchandise traffic manager and manager-TOFC sales.

● **Congestion "inherent."** Terminal congestion, McVoy notes, "is inherent to TOFC/COFC operation, since it is impossible to deliver all trailers arriving at major terminals at 8 a.m. as desired by consignees, or to provide p.m. pickup and dispatch as demanded by shippers." One approach to the problem taken by MP/T&P: Investment of $8 million over the past five years in improving existing terminals, building new ones and upgrading highway equipment.

Frisco's Eilers calls attention to another aspect of the terminal situation: "In our opinion, the accumulation of a large volume of trailers is caused by more and more industries not unloading on Saturdays or Sundays. In addition, many industries are increasing their volume of material, in and out, for piggyback movement—and the times for drayage companies to pick up and deliver to their plants is restricted for various reasons. Many firms, on several

days of the week, will have as high as 10 times as many trailers available as they have trailer spots for loading or unloading. This brings about detention charges and penalty charges by the railroads, who must protect themselves where their drivers are experiencing excessive delay." As for actual terminal operation, Frisco people think their expansion programs have kept pace and "we have not reached, as yet, our maximum capability through or over our present piggyback facilities."

● **Overhead-lift a "must."** The top TOFC/COFC officer for another western road also calls attention to delivery problems on traffic accumulating over weekends. And he adds this observation on facility improvement: "Major terminal congestion, particularly with inbound traffic, continues to be a problem. I'm sure that other railroads will agree that the improved cycling time of overhead-lift unloading, as compared with circus-type unloading, makes it a must at major terminals. But the adoption of this kind of operation requires a revamping of existing terminals—and some congestion may be expected during the changeover."

The point regarding lift-on/lift-off gets little argument these days, as major roads expand facilities. Cases in point: Union Pacific, which has added crane facilities at East Los Angeles and equipped cranes at a number of other points with container lifting beams; Milwaukee Road, which has gone almost entirely to overhead or side lift at its Bensenville, Ill., terminal; Santa Fe, which has gone to a three-crane operation at Chicago, installed two such units at Los Angeles and scheduled a crane installation plus use of a container lift truck for its Richmond, Calif., facility; Burlington, which has added a side-working container lift device to its crane-equipped operation at Chicago.

● **Growth helps service.** In many cases, piggyback growth seems to have resulted in definite service improvements —especially in scheduling. One example: Rock Island. H. S. Ownley, general manager-TOFC, says traffic increases "have had no adverse effect on our service. On the contrary, increased volume has enabled us to establish new schedules which improved our service to and from certain areas." As for terminal problems, "last year Rock Island encountered delays due to terminal congestion at many ramps. Because of the rapid growth of TOFC traffic, we found that we had outgrown many of these facilities before we could expand to compensate for the added traffic. Through quick action, this situation has been relieved. To prevent future shortcomings in facilities, we are surveying all major ramps and establishing a master expansion plan. With this planning, we can make expansions in an orderly fashion—before the existing facilities are overtaxed."

SHIPPERS GET THE ANSWERS FAST

Improved equipment-control systems—this is a Chesapeake & Ohio/Baltimore & Ohio installation—are giving terminal managers better capability for fast response to shipper requests for trailer/container units.

Illinois Central shares RI's opinions. L. A. Schellenberger, director-piggyback sales, notes that "increased volumes have not adversely affected speed or reliability of service. In fact, increased traffic will tend to bring about inauguration of all-piggyback trains operating on faster schedules than the dispatch freight trains. Our 'Fastback' all-piggyback train, for example, operates on a 12-hour overnight schedule between Chicago and Memphis. Our previous service was the equivalent of second-morning." Like most roads, IC is also working out of its terminal problems. Some delays have been experienced, Schellenberger says, but "we have plans for expanded and more modern facilities, including installation of gantry cranes, at trouble spots."

● **Expansion, plus . . .** Louisville & Nashville's director-piggyback traffic, David F. Jones, concedes that increased TOFC/COFC volume may have had some bad effects on service "for a very limited time. But improved facilities, schedules and blocking of piggyback traffic have held service failures to a minimum." Jones also emphasizes that terminal congestion "can be relieved in a number of ways, other than by terminal expansion alone. Scheduling of train arrivals and departures, blocking of piggyback traffic in trains and improved switching, as well as terminal expansion, have enabled L&N to keep pace with the growing traffic volume."

Through the comments of other top traffic people runs a similar note: There have been problems, but they're on the way to being solved. Vice President-Traffic John A. Barrett of Norfolk & Western, for instance, says his road has been able to absorb significant traffic increases "without any appreciable effect on service. Terminals have been somewhat troublesome. However, we have attempted to keep improvements in facilities and handling techniques in line with the growing volume and, for the most part, we have been able to keep pace without any severe problems." Another major TOFC operator owns up to terminal problems at high-volume points but adds that "expansion and in some cases relocation have been determined to be necessary, and correction of deficiencies is being speedily progressed."

From elsewhere around the country —from Northern Pacific Vice President E. M. Stevenson; from Union Pacific Vice President-Traffic R. F. Pettigrew; from Katy Vice President-Sales and Service Frank J. Heiling; from Rio Grande Director of TOFC W. G. Luebke; from Great Northern Market Manager/Forwarder-TOFC K. G. Heimbach; from Burlington Director-TOFC/COFC T. C. Rowley; from Sea-

"BIG LANDBRIDGE" versus "LITTLE LANDBRIDGE"

What about landbridge?

Is a vast new market for rail transportation about to open up? Or is landbridge destined to be a paper-rate kind of thing, with little or no traffic moving?

One of the veteran operators in TOFC is Milwaukee Road's P. Laurin Cowling. Along with other top Milwaukee officers, he's also made the Far East scene on several fact-finding trips to see what the landbridge prospects really are. And Cowling is dubious.

Milwaukee Road people today talk in terms of big landbridge and little landbridge. More and more, they're becoming convinced that there's not much future for big landbridge—rail transportation across the United States of containerized traffic moving between Europe and the Far East. But little landbridge? That's a different story— and one Cowling regards more cheerfully.

Little landbridge isn't really a "bridge" at all. In the Milwaukee's thinking, it's strictly a ship-rail (as opposed to ship-rail-ship) operation involving primarily containerized cargo moving between the Far East and the U.S. Midwest and East Coast. And while big landbridge remains an idea, traffic is moving under the little landbridge concept.

● **Economics will rule.** Cowling's lack of enthusiasm for big landbridge is based strictly on economics. He doesn't quarrel with studies that show a considerable volume of traffic moving between Europe and Japan. But he does argue with the theory that railroads can handle this business on a basis that will be economically sound.

With the development of bigger, faster container ships, he contends, all-water transportation will have significant pricing advantages, and railroads will have a problem. As Cowling sees it, it would be "almost impossible" for railroads to cut rates enough to offset the all-water price advantage. And, he says, solving this problem would only create another —because domestic shippers would not hold still for what they would regard as discrimination.

In contrast, Milwaukee people believe, little landbridge offers significant opportunity. On the traffic moving between the Far East and the U.S. East Coast, for example, ship operators can keep their vessels busy shuttling back and forth across the Pacific—and they don't have to tie them up in congested East Coast ports. The rate factor, Cowling says is somewhat competitive and the time factor works to eliminate whatever remaining pricing edge an all-water route might have.

Little landbridge got its first big test during the most recent East Coast dock strike. Shippers, says Cowling,"found the transit time attractive and they were pleased with the condition of their merchandise on delivery. Some of them stayed with us—and the business is going to increase."

board Coast Line Assistant Vice President J. W. Plant—there's a kind of chorus: Problems are being attacked as they're found, and as fast as railroads can move on them.

● **Concern for service.** SCL's Jim Plant, however, has a few sobering comments or service problems generally and terminal problems in particular. He's concerned that service has slipped, for traffic moving in regular train service and for all-piggyback trains.

Generally, he says, traffic moving in regular service has suffered "as a result of many factors, including the very important one of keeping operating expenses down — due to the financial squeeze most railroads have found themselves in. All-piggyback trains have not proved as dependable, and a great deal of this failure has been because of the increased tonnage on these trains. In some instances, we have too much tonnage for one piggyback train but far less than enough for two. It's a hard decision, to say we will split a profitable train into two 'losers.' "

Terminal congestion, Plant says, "is everything that has been said about it. We have more piggyback on more trains. Therefore, there is a great deal of switching in breakup yards in order to get trailers to the piggyback facility. It's a fair statement to say that for most of the year, yards at major cities are congested. The busiest piggyback facilities are located in these same cities. As a result, the handling of piggyback flats can suffer the same as the handling of other cars suffers."

● **Problems of cost.** Then, there's the matter of new-facility cost: "Originally, piggyback facilities were provided rather inexpensively. We usually had land available near the freight yards, and it was sufficient for the traffic. As traffic grew, we added tracks, ramps and cranes, and the expense was not too great. Now, in high-volume terminals, we have outgrown our facilities. We're faced with moving to another location and spending hundreds of thousands of dollars, and in some cases more than a million dollars, to build a facility capable of taking care of the present volume with room to expand to meet future demands. On SCL, we have just completed a new facility at a medium-volume point, and it cost more than $300,000. We have plans for a couple more terminals. Probably a total of six new terminals will correct our problem at high-volume points."

Plant's emphasis on the investment required is echoed—with an ominous twist—by the top TOFC/COFC officer on a major western road. This westerner states his case in blunt terms: Terminal expansion does indeed cost money. Concrete and cranes don't come cheaply. But operating people "are sometimes still geared to a box-car concept. They feel other needs for dollars, and they're not overly anxious to put money into piggyback facilities. Then, too, some top managements are just not sold on the fact that piggyback is really highly profitable."

● **Reluctant rate-makers?** Complicating the problem, this observer believes, is a reluctance-to-move on the part of some rate people: On one hand, there's difficulty in making rates keep pace with increased cartage costs or other increased costs associated with the handling of certain types of TOFC traffic. On the other hand, there's difficulty in getting new rates established: "There are hundreds of shippers who would like to go to piggyback. But the rate department is hard to move, because there's a box-car rate available—even if the box-car rate hasn't moved any traffic for years. Lumber is a good example. There's a tremendous potential for TOFC lumber. But the carriers don't want to distort the box-car rates. So the lumber moves by gypsy truck."

There's no doubt that both investment decisions and rate decisions will continue to cause problems. At the same time, progress can be made in both areas.

At Santa Fe, for instance, Traffic Vice President T. M. Caiazza and TOFC Sales and Service Manager W. V. Hopkins point out that the computer is making investment and rate decisions

THE VERMONT LIKES PIGGYBACK, TOO

Can a small railroad find happiness with a piggyback operation? Vermont Railway's experience would seem to answer "Yes." Despite such problems as severe as winters, less-than-reliable off-line service and shortages of first-class high-cube trailers for loading, the Vermont's piggyback traffic has gone from 0% of loadings four years ago to a projected 10% this year. President Jay L. Wulfson says the road—successor to the Rutland—looks for a 20% traffic increase next year.

more of an exact science: "We have better records than ever before. We can know, to the penny, every element of cost. We can know what each type of move costs, what its revenue is, what its rate of return is. It's not difficult to make comparisons, to know where to put your investment and to know what rates need to be corrected. All you have to do is use this information—get it and then do something about it."

● **Container tariff coming.** And in the rate area specifically, westerners will point with some pride to the compiling of a container tariff, now under way. This project has been in study stages for about a year, it may take another six months or more to complete. It could help to trigger a substantial increase in the handling of containerized freight movements.

● **Consensus — on some things.** TOFC/COFC people, as one observer puts it, "are a fired-up bunch." Predictably, they hold strong opinions—and predictably, their opinions are not always the same. But a few points of consensus can be reached: (1) The terminal problem is a difficult one, but solving it is the key to providing demanded service and so it will be solved; (2) equipment shortages are an occasional problem but not now a critical one; (3) quality of the equipment is good, although there probably should be AAR standards set for trailer/container equipment; and (4) with a few exceptions, the TOFC/COFC record in lading damage is a good one. There's less unanimity of thought on the question of operating solid TOFC/COFC trains: Some roads participating in the Railway Age survey run no all-piggyback trains and plan none, others schedule solid trains on high-volume routes, and one road runs about 90% of its piggyback traffic in all-trailer/container trains.

Equipment problems—in both supply and quality—are a continuing concern to such men as Milwaukee's P. Laurin Cowling, assistant to the president and vice president and general manager of Milwaukee Motor Transportation.

● **Quantity, quality problem.** Milwaukee has experienced occasional flat-car shortages — and Cowling sees the possibility of greater problems unless builders can continue to build cars for off-the-shelf purchase, to eliminate time-lag between order and delivery. Trailer supply, however, has been more of a problem—with definite shortages of both reefers and dry vans existing from late summer through mid-March of 1969. Volume orders placed by a number of roads and leasing companies have helped to ease these shortages—but traffic projections indicate that short-supply conditions will recur unless there's a steady stream of boxes coming out of suppliers' plants.

Quality, more than supply, may be Cowling's main concern. He points out that with piggyback's growth, more companies are trying to get a piece of action as equipment lessors: "They have to give some incentive to the railroads, in a highly competitive business. Generally, this is through a reduction in the lease rental. And we're afraid that this may involve some substantial fudging on the construction of the trailer."

Cowling's convinced that with trailer units moving in piggyback today, "we're getting some cats and dogs." He's also convinced that a solution to the problem must come through the AAR—in the form of minimum standards for trailer-equipment construction.

Santa Fe's Caiazza and Hopkins are also among those who would favor AAR specs on TOFC/COFC equipment Santa Fe itself has acquired. One reason for their satisfaction: Santa Fe has trailer specs as rigid as any and more rigid than most in the business—for instance, a demand for installation of seven hinges (not six or five or four) on each rear door.

One of a few TOFC directors leaning toward car-design improvement is Rock Island's Ownley: "There has been improvement in trailer construction which is holding down shock damage to both trailer and contents. However, there is still a need for further improvement in car construction along these lines."

● **Shippers can help.** Other piggyback people call more attention to trailer loading. One westerner says it's been his road's experience that "with TOFC/COFC lading properly braced and blocked, we can reasonably expect damage-free transportation. As with boxcar traffic, however, switching impacts in excess of 4 mph are contributing causes to equipment as well as lading damage." Rio Grande's Luebke points to the increasing number of trailers and containers being produced with interior damage-prevention devices. TOFC/COFC people on a major eastern road note that more and more shippers are requesting this type of equipment—and, they add, "due to the high initial and continuing maintenance cost of this type of equipment, it's hoped and expected that the industry will establish rates for this type of equipment on a compensatory basis."

Shipper responsibilities get a mention from several TOFC managers. SCL's Plant says equipment construction seems adequate—but "we cannot get by in piggyback service with as little care in bracing and stowing as in highway service." L&N's Dave Jones agrees: "While we do not rule out future improvements in flat-car and trailer/container design to help reduce lading damage, we do feel that proper packaging and loading and the addition of temporary bracing material now available on the market would sharply curtail lading damage."

● **The "solid-train" debate.** How about the operation of solid TOFC/COFC trains? There's one area where there's no real agreement. A sampling of opinion:

—Frow N&W's Barrett: "We definitely believe in the increased profitability of solid TOFC/COFC trains where volume warrants. This is evidenced by our increased operation of this concept through our Apollo 1, Apollo 2 and the Roadrunners. The solid train not only allows faster operation between terminals but also gives a railroad the ability to place cars promptly at TOFC terminals."

—From IC's Schellenberger: Our Chicago-Memphis train "has been very effective in bringing back considerable traffic that had been lost to the highways and the competitive rail routes. We feel it has an even greater potential."

(Continued on page 40)

FRISCO'S GRAYSON:

"You can give good service—and make a profit doing it"

All across the country, there is concern about transportation service: Who's doing what to improve service, and how's it working out? When shippers get together and talk about service—even when railroad men get together and talk about service—one name seems to come into the discussions, almost inevitably. The name is Frisco.

As railroads go, Frisco isn't a big one. But among customers—and among railroad men, who aren't always the first to lavish praise upon a peer—Frisco and its service-improvement programs get good notices. Why does this happen, and how has it come about? Railway Age went to the source, for this conversation between Frisco President Richard C. Grayson and Senior Editor Gus Welty on the past, present and future of the railroad's service-improvement programs.

Q. Mr. Grayson, how did Frisco's big push for quality service start?

A. It started small, in October 1964. We set up what we first called service evaluation and planning, with a rather modest staff—three people. We had the feeling that even though we were getting good train performance then, we weren't always moving cars as they should be moved—in other words, we felt that cars were not always moving on the right trains.

So we formed this new department, with joint responsibility to the Sales Department and the Transportation Department. As we went along, we began working in our data-processing operation, to get away from manual checking and testing as much as possible. Then we were able to set up a series of reports—checkpoints that would tell us whether we were actually doing what we thought we should be doing. We never downrated train performance as such. We merely said that movement of trains became more important when the right cars were in those trains.

Q. Has train operation itself been affected?

A. Well, we have speeded up many of our schedules. And we're operating exactly twice as many scheduled freight trains today as we were seven years ago.

Q. How were you able to get your goals translated into action, down where cars and trains are actually moved?

A. I guess you could say we set about in a very unsophisticated way to make this system work. We just let everyone involved in the movement of cars and trains know how we expected those cars and trains to be moved. In other words, we forced the movement, and that's about all it amounts to. I'm not going to tell you we're 100% right or that our system's 100% right or that we move all cars right—because we don't. We do set standards, and we expect our people to make a high percentage of performance within those standards.

Q. How comprehensive are your quality-control reports?

A. Pretty comprehensive, from the detailed reports showing every car that moves, to the consolidated reports—actually a series of charts—

that are furnished to a selected group of officers. We can tell at a glance whether our performance is about where it should be. And the people who are really involved in the quality control department can quickly check, each morning, a printout that tells exactly what's going on at any of our major points.

Q. How has the department developed since '64?

A. We've expanded its scope somewhat. we now call it Service Quality Control and Planning—and we're going to get very much more into the planning area. Eventually, we hope to have one unit with responsibility for our service functions—tracing, reconsignment, customer information, car supply, the quality of the transportation and so forth. These people won't have responsibility for operating trains, but for planning movements. For instance, we're trying to develop an entirely new concept of car distribution. We haven't been able to move ahead with it as fast as we would have liked, because we're now going through the painful process of getting the rest of our third-generation computers in service. When we get this done, we will have the computer capacity we need for the programs. And we hope to get this new distribution setup operating right after the first of next year. We have some pretty sophisticated programs lined up, and some great ideas. If they all work, we'll be in great shape.

Q. This whole program involved more than a few changes from what you might call "traditional" operation . . .

A. Yes, it did. This department is really transportation and traffic people, working together—and we try to keep a good balance between the two. These people know how cars move. With the detailed reports they see every day, they can pick up changes in traffic flow more quickly than anyone else—and then they can make quick calculations to see whether a schedule should be added or revised. The primary thing we've drilled into all of our people is that we have to move the cars. If this means more switch engines, more train-miles, then that's it—more switch engines, more train-miles. It was a little hard to get this across, at first—with people who had been more used to watching their cost factor than their service factor. But we had the idea that if we moved cars properly, we could avoid congestion—and congestion does nothing but cost you money. We had the idea that in the long run we would come up with a better transportation ratio and that we would show improvement in the car-hire account. I think we've proved those points—and satisfied ourselves that you can give good service and make a profit doing it.

Q. So you had a communication problem. . . .

A. That's one of the problems of our business, or of any business. I don't think the president of a railroad can write a letter to a vice president, and tell him we want service improved, and get it accomplished. But if everyone from the vice president on down gets this word and gets it often and gets it forcefully —if everyone knows that this service emphasis isn't just some perfunctory thing—then the word is believed.

Q. Getting back to your comment about good service and profitability. . . .

A. You have to have a little intestinal fortitude when you start a program like this. You first inclination is to think your costs are going to go out of sight—and without some control, this can happen. You just can't turn loose all the people involved in running trains and any "Run trains anytime you want to." At the same time, we give our superintendents a great deal of authority in determining the number of switch engines to be worked and in the operation of local and road switching service. The operation of symbol trains is pretty well defined in our operating data manuals and the operation of additional through trains, or so-called extras, is determined through a combined effort of the involved superintendents and personnel in the general superintendent of transportation's office.

Q. What do the figures show?

A. We're spending more money to provide transportation than we used to. But our revenue, our net and our efficiency measures are also up. Take the traditional figure, gross ton-miles per train-hour—60,348 in 1963, 69,739 during the first full year of the program in 1965, and 77,299 last year. That's a pretty respectable figure, when you remember that about half of our railroad is branchline. Our gross ton-miles per train-mile went from 2,735 in 1963 to 3,193 last year, but most of the change came in '64 and '65. We've held train length about the same, but we're moving a lot better

Frisco's quality-control program has flourished under three presidents

Frisco has had three presidents during the past five years—and the quality-control program has flourished under each. The original Service Evaluation and Planning staff was set up in 1964, under Louis W. Menk. New techniques were developed and refined under Jack E. Gilliland (right), Menk's successor and now board chairman. Now, the department is called Service Quality Control and Planning—and, says President Richard C. Grayson (left), "We're going to get very much more into the planning area."

—otherwise, that gross ton-miles per train-hour figure would not have gone up. And I think we've also done well with our transportation and operating ratios. The transportation ratio was 39.13 in 1963, and 36.7 last year. The operating ratio has come down from 76.8 in '63 to 71.9 last year. And, of course, you're familiar with another figure we're pretty proud of—car-miles per car-day, which stood at 65 in 1963 and at about 77 last year.

Q. How about dollar figures?

A. Freight revenues were $120.5 million in 1963. Last year the figure was $165.7 million, and that's an all-time high. Net income was the second highest in the history of our company.

Q. When we talk about service, good or bad—how do you analyze shipper requirements today?

A. Service is a multitude of things. There is some traffic that demands speed, a real fast schedule, for competitive purposes. Sometimes this is competition between railroads or between railroads and other forms of transportation, or competition between shippers, or it can be a combination of these factors. On the large volume of traffic, though, we have to talk more and more in terms of dependability. We also have to talk in terms of car supply, and you know how that's been in the past few months—terrible. We also have to talk about a large number of other customer services—and it's many of these services that we'll try to pull together in the expanded Transportation Quality Control and Planning Department.

Q. And this emphasis on dependability means. . . .

A. It means getting through terminals —running cars just as far as you can before you have to switch them. It means every road getting its own terminal problems straightened out. And it means developing the best possible interchange arrangements at gateways. We have some excellent ones—for instance, at Birmingham, Kansas City, St. Louis, Irving and Floydada and Sherman in Texas—where we can accomplish an interchange in a minimum time. Other lines preblock for us and we do the same for them. We need to set up more coordinated schedules that may work from one end of the country to the other. As these schedules begin to function, we have almost without exception seen a good growth in traffic—not necessarily because we're part of the fastest schedule in the country, but because the schedule is dependable.

Q. We seem to be seeing signs of industry-wide action on service problems. What are the chances of these efforts succeeding?

A. At the risk of losing some friends, I'd have to say that the place to start is with each individual railroad —one road first, and then with its connections. A group of railroad presidents is not going to improve service unless each president individually and everybody on his railroad is convinced that improvement is possible and demands that it be brought about. I don't believe there is a pat formula for improving service—each railroad must analyze its own car movements and decide what has to be done. But I think first there must be a top-to-bottom determination that the job can and will be done. A committee can find problems and report on them. I think the benefit of the current AAR committee's work will be to point up to a lot of people the seriousness of the service problem. Practically speaking, I think that's about all the committee can do.

Q. How much benefit do you see coming from ACI and TRAIN?

A. TRAIN will be of benefit, primarily in providing a better reporting system so cars can be distributed in better fashion. It should give the AAR car-service people more current and accurate information, which they desperately need. As for ACI, I don't know how other people plan to use it—but at this moment, we don't have any scanners planned for our railroad. We do find many people who are enthusiastic about ACI, and I'm glad they are. Anything that helps one company may help the industry. Very probably, we will develop some ACI applications someday—but not at this particular time, as we see it.

Q. Your mention of a thing that helps one company helping the industry—how does this fit with Frisco's position on mergers in western territory?

A. Well, first of all, *we're* not talking merger with anyone at this time. As you know, we've intervened in all of the so-called western cases—either as our interest may appear or in direct opposition. We're in direct opposition to all of the proposals in the Rock Island case, for example, because we just do not believe that this is the way to put railroads together. We are not opposed to merger, in principle. All of us realize that there is a lot of surplus railroad property in this country. Mergers, properly conceived, can be very beneficial and in the long run I think the merger movement will be very beneficial to the over-all transportation system. But this piecemeal approach can do nothing but add confusion to an already confused situation.

Q. How do you regard the moves toward conglomerate-making in the industry?

A. We've said that we have no quarrel with anyone who wants to form a conglomerate. We just happen to think that our best interests lie in the transportation business. Now, we would like to have more latitude in tranportation, for diversification purposes. As for other diversifications, we have not gone into any

FRANK MALONE

WATCHING WASHINGTON

IS NARP FOR REAL? For two years, National Association of Railroad Passengers has made noise about saving people-trains. Now the group has drafted legislation. With that, NARP's time has come. By the progress of their bill, you'll know how to take them.

NARP PROPOSES that the Transportation Secretary get $210 million over four years to buy new and used passenger equipment. He would rehabilitate the old cars. He would provide the equipment under lease to railroads and/or regional agencies for necessary intercity service. There would be no coercion on railroads.

THE BILL has gone to the Senate Commerce Committee but has not been introduced on the Senate floor. The chance is good that Vance Hartke (D.-Ind.) will be the sponsor. Hartke is chairman of the surface transportation subcommittee. He invited NARP to testify at last week's subcommittee hearings on rail safety. This is a sign that NARP has gained some respectability. Appearance at hearings is by invitation. Fanatics don't get invited. NARP was up there with brotherhoods, AAR, and Federal representatives. It testified for more Government action and rail money to improve safety.

NARP RUNS its Hill effort from an office right in the Capitol backyard, three blocks from House and five from Senate offices. From here it campaigns for two other objectives besides preservation of passenger trains—fair legislative treatment of rails and speeded-up research and development. In this regard, NARP is challenging railfans to get off their HO-gauge kits and join the real-life rail drama.

SURPRISING indication of NARP's thinking came recently. The group supported a train discontinuance. NARP told ICC it should let Norfolk & Western take off one of its two sets of Norfolk-Cincinnati passenger trains. N&W had promised to upgrade the remaining train with diner, dome car, substantial mail business—and advertising. NARP supports such a tradeoff of improvement for discontinuance of money-losing service. According to Anthony Haswell, NARP director, N&W showed good faith, and "when a railroad acts in good faith, we'll back them up." If passenger service is to survive on an attractive basis. there must be an adjustment of existing patterns, Haswell adds. Of necessity, that means discontinuances, he says.

such program. We may, someday —but right now, we think our resources can best be used to improve the transportation plant. And we're pouring our dollars into that.

Q. To turn away from things, for a moment, and talk about people—on your route to the presidency, you've had major operating responsibilities but you were also general sales manager for several years. How valuable do you regard that kind of dual training and education?

A. You might throw in another one—don't forget, I ran our truck line for a couple of years. I think the whole experience was beneficial. I spent about 17 years in operations, then those years with the truck line and then almost five years in sales. With this kind of shifting around, an operating man certainly gets a lot better feel for what the shipper needs. At the same time, I think the shipper gets a better feeling about the interest of the operating officer in his problems. Jack Gilliland put it the best way, I think. He said I'd been making the product, then I had to go out and sell it, and then I had to come back and see if I could produce the product I said we ought to have.

Q. Frisco has done quite a bit of this switching of people between operations and sales, if I recall correctly. . . .

A. That's right. We're continuing our program of interchanging people from one department to the other. And we have quite a few people with joint transportation and sales responsibility, at Fort Smith, Ark., and Enid, Okla., and three or four other points. We can't do this at every point, but we've selected our joint-responsibility areas carefully, and we've been very satisfied with the way the program has worked.

Q. This gives you quite a bit of flexibility in filling management manpower requirements. . . .

A. We try to stay at least two deep, preferably three deep, in every job of any major responsibility. Like everyone else, we get caught every once in a while. But generally, we're pretty happy about our ability to bring all of our people up from the inside—and not have to go outside to get people. If we can maintain strength in the middle-management group especially, we shouldn't have any trouble with our top group. ■

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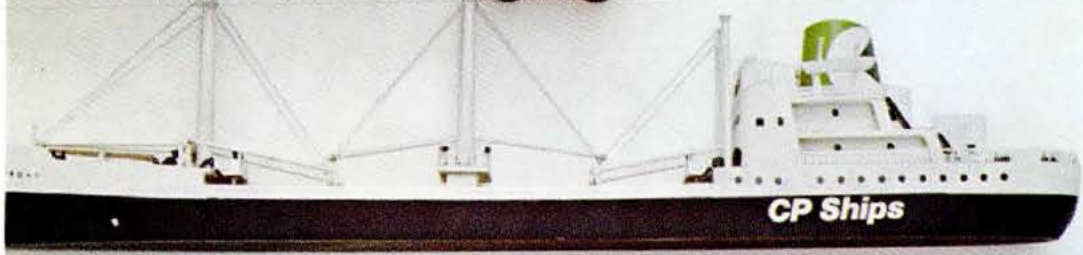

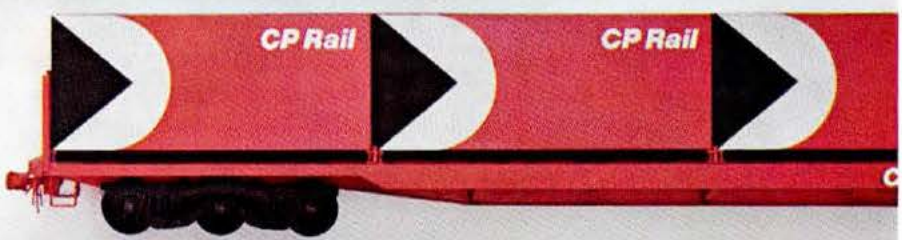

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1. ARE RAILROAD PIGGYBACK RATES SATISFACTORY?

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No .....(11)

2. IS RAILROAD PIGGYBACK EQUIPMENT SATISFACTORY?

Yes .....(35)
No .....(5)

3. IS RAILROAD PIGGYBACK SCHEDULING SATISFACTORY?

Yes .....(32)
No .....(11)

Note: Poll respondents did not answer all questions.

Piggyback service gets shipper OK

The majority of respondents to this month's Traffic Poll approve of railroad piggyback rates, schedules and equipment. However, as many of the industrial traffic managers point out, there is still much room for improvement.

Railroad piggyback service continues to be one of the biggest success stories of recent years.

Back in 1965, piggyback loadings totaled 168,150. In each succeeding year, the loading figure has risen. Last year's loadings reached 1,337,149, a 10.8% increase over the 1967 figure.

All indications are that the growth will continue. A Railway Age survey, for example, indicates that individual railroads are forecasting 1969 increases, in either traffic or revenues, ranging from 10% to 35% (see page 21).

Another indication of continuing success is provided by the results of the Railway Age May Traffic Poll. Railroad piggyback rates, equipment and scheduling received a strong vote of confidence from a majority of Poll respondents (see table above).

● **There are problems, too.** Despite its rosy past, and the seemingly rosy future, piggyback has some problems. Many respondents, including several of those who voted "Yes" to all three questions in the Poll, had complaints about piggyback service.

For instance, here are the comments of Ralph L. Andreas, director of purchasing and traffic, American Oil Co., Chicago:

"Generally speaking, this company feels that piggyback rates and service have been more studied and adapted to shippers' needs than any other category of railroad freight. We do feel, however, that lower rates and faster and more dependable schedules, which of course, depend on train schedules, would generate greater competition and attract more traffic.

"It is our sincere wish that the railroads will not only continue their close attention to the needs of shippers in the piggyback areas but also to other freight categories, particularly tank car movements."

● **The equipment question.** Piggyback equipment, and its condition, was discussed by many Poll respondents. "Sometimes, the lack of interest in furnishing equipment indicates railroads are not too happy with piggyback service," said H. P. Gabriel, general traffic manager, Hershey Food Corp., Hershey, Pa. "There are times when we require protective equipment, but even when we do not, we have a difficult time getting sufficient trailers to handle our products."

Thomas M. Leonard, assistant manager Traffic Section, Blaw-Knox Co., Pittsburgh, said that in general railroad piggyback equipment is satisfactory.

(Continued on page 38)

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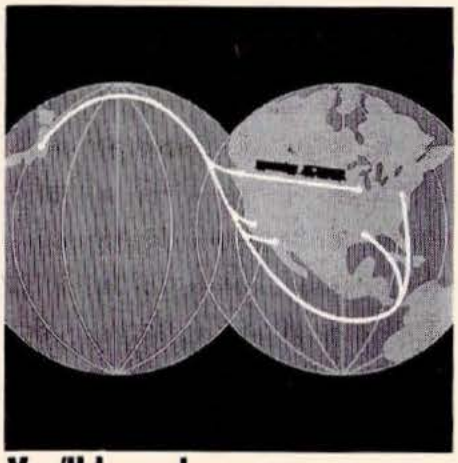

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Circle 4 on coupon page 50

LUTHER MILLER

AS THE EDITOR SEES IT

CAN YOU IMAGINE what 44,000 column inches of newspaper and magazine publicity looks like? That's roughly 1½ million words. And that's what you'll see if you call on Dave Rose, Dick Martin, Bob Wilde or Paul Taylor at the Utah Travel Council in Salt Lake City. They've been collecting press clippings on the Golden Spike Centennial Celebration. Add to this the many hours of prime-time TV and radio coverage, including Voice of America broadcasts to the far corners of the planet. Clearly, the Golden Spike publicists outdid themselves. With the possible exception of the Apollo flights to the moon, this has been the best-reported transportation story of the year.

CREDIT FOR THIS GREAT JOB of public relations must go to many people—to Jim Schultz' hard-working crew at the Association of American Railroads; to Union Pacific's Ed Shafer and Southern Pacific's Jim Shea and their respective staffs; to the Utah Travel Council itself. They put railroads back on the copy editor's map—and for the most part, in a fond and favorable light.

BUT NO SMALL CREDIT must go, also, to a remarkable crew of railfans who have organized themselves as High Iron, Inc., under the direction of Wall Street broker Ross Rowland, Jr. It was High Iron that ran the steam-drawn Golden Spike Centennial Limited from New York to Utah and back. And it was this train that did as much as anything to keep Golden Spike on the front pages, coast to coast, before, during and after the event.

RAILROAD MEN are for the most part leery of railfans ("They just want to embalm us in the past") and wary of steam ("What we don't need is a cinders and smoke image"). For the most part , they may be right. But there are railfans and there are railfans. Railfan Rowland made the astonishing (to those who don't know him) statement in Salt Lake City, "The passenger train is technologically dead. But railroads aren't. We just want to bring this to the attention of America." There are steam trains and there are steam trains. The one that High Iron ran to Utah did what all the mimeographed press releases in the world couldn't have done: it brought the people out, and made them realize that railroads do still exist. And once attracted by the steam, these people also got a look at today's and tomorrow's railroads—in the form of some futuristic exhibits tucked away inside this train. Is there a moral rattling around here somewhere? Is it possible that we may be able to use the romance of the past to help get across the story of the realities of today?

(Continued from page 33)

But, he added, "flatbed trailers are sometimes hard to get."

E. H. Endroll, traffic manager, Hollywood Brands, Centralia, Ill., said that "piggyback equipment is deteriorating and scheduling is extremely poor. Delays are the rule rather than the exception; inconsistency in service is the normal thing."

Dale K. Prouty, traffic manager, Admiral Corp., Chicago, said that railroad piggyback equipment is satisfactory, but there is "not enough of it."

● **The damage problem.** Many of the industrial traffic managers surveyed for this month's Poll mentioned damage that had been sustained by their loadings in piggyback service.

"We seem to be experiencing more frequent and extensive damage on piggyback shipments than heretofore," said Warren W. Clark, manager of transportation services, PPG Industries, Pittsburgh. "Perhaps this is because originally almost all piggyback shipments were moved in all-piggyback trains with little or no humping or re-classification."

In general, said W. E. Harvey, director of distribution, Swift & Co., Chicago, railroad piggyback equipment is satisfactory. "But," he added, "the eastern lines are not as consistent as the western lines, because of dry freight hauled, with resultant damage." Harvey also said piggyback scheduling is satisfactory," but handling failures sometime defeat scheduling."

J. T. O'Leary, traffic manager, Harshaw Chemical Co., Cleveland, Ohio, said his firm used "very little" piggyback service. "We used our trailers in piggyback service," he added, "and the railroads tore them apart."

Here is a sampling of additional comments, pro and con, on various aspects of railroad piggyback service by other Poll respondents:

"Piggyback offers dependable door-to-door service in several plans, any of which offers advantages to shippers and receivers. We feel present rates are competitive—J. Robert Morton, director of traffic and transportation, Combustion Engineering, Windsor, Conn.

Piggyback scheduling is not satisfactory because of "slow service at destination, due to lack of draymen and equipment."—E. E. Allison, director of traffic, Anchor Hocking Corp., Lancaster, Ohio.

"Proposals for increased costs for use of trailers, plus unrealistic cost studies by rail carriers could develop a trend to return this traffic to other modes of transportation."—John N. Lind, director of transportation, Armco Steel Corp., Middletown, Ohio. ■

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Circle 33 on coupon page 50

Steady growth is seen for TOFC/COFC

(Continued from page 24)

—From Frisco's Eilers: "Solid piggyback trains are practical and could save railroads money in per diem, on both flat cars and trailer equipment, provided the distance between origin and destination terminals is sufficient to permit, as an example, a 6 a.m. arrival instead of a 10 a.m. arrival, or an 11 p.m. departure instead of a 6 p.m. departure."

—From MP/T&P's McVoy: "Our experience has been that the operation of all-TOFC/COFC trains is not only practical but also virtually essential in order to provide the service necessary to attract new business. About 25% of our total traffic now moves on one all-trailer train to the Southwest, and this percentage is further increasing this year."

—From C&O/B&O's Christovich: Solid trains "are as practical as volume of traffic permits and levels of service require or warrant. We adapt accordingly and on our main-route, longer-haul traffic we provide the equivalent of such service even though at times these are, in fact, mixed trains. Of course, for limited-volume points or routes, the economics of the business do not permit the luxury of solid TOFC/COFC trains."

—From Rio Grande's Luebke: "For several years, we've run a piggyback special between Denver and Salt Lake City wtih averages better-than-passenger-train speed. This answers the need for maintaining our participation in this highly competitive market, both for bridge traffic and for traffic originating or terminating in our territory."

—From L&N's Jones: "We were one of the first to schedule a solid TOFC/COFC train in connection with the Chicago & Eastern Illinois between Chicago and Evansville and with SCL between Atlanta and Jacksonville. . . . We expect to add some trains on these runs as well as to and from other areas. . . . We think such trains are not only practical but also that they are necessary to keep pace with an orderly growth and maintain the high service standards required for continued growth."

—From UP's Pettigrew: "Our TOFC/COFC traffic moves in our regularly scheduled fast freight trains. The service which would result from solid TOFC/COFC trains would be virtually the same as we are now able to provide."

—From Rock Island's Ownley: "Several of tour train schedules are primarily TOFC. However, we do not operate 100% piggyback trains. This gives us flexibility and also permits us to operate more trains with piggyback traffic on them."

—From GN's Heimbach: "We move our TOFC traffic expeditiously on our regular fast scheduled trains rather than holding for a solid TOFC train. This keeps trailers moving and lessens terminal congestion."

—From Burlington's Rowley: "Present volumes of traffic have not warranted solid TOFC/COFC trains. But studies are being conducted to determine feasibility of this type of service."

—From SCL's Plant: "We operate a number of piggyback trains and have found it a practical thing to do between points where a consistent and sizable volume of traffic is moving. . . . More than 60% of our piggyback traffic moves in solid piggyback trains."

● **Problems, but . . .** That's TOFC/COFC, at midpoint 1969. It has its problems, and it has its differences of opinion. But when you talk about problems and progress, you might just remember that progress will win out.

And with that, it's on to another year of TOFC/COFC record-setting. ■

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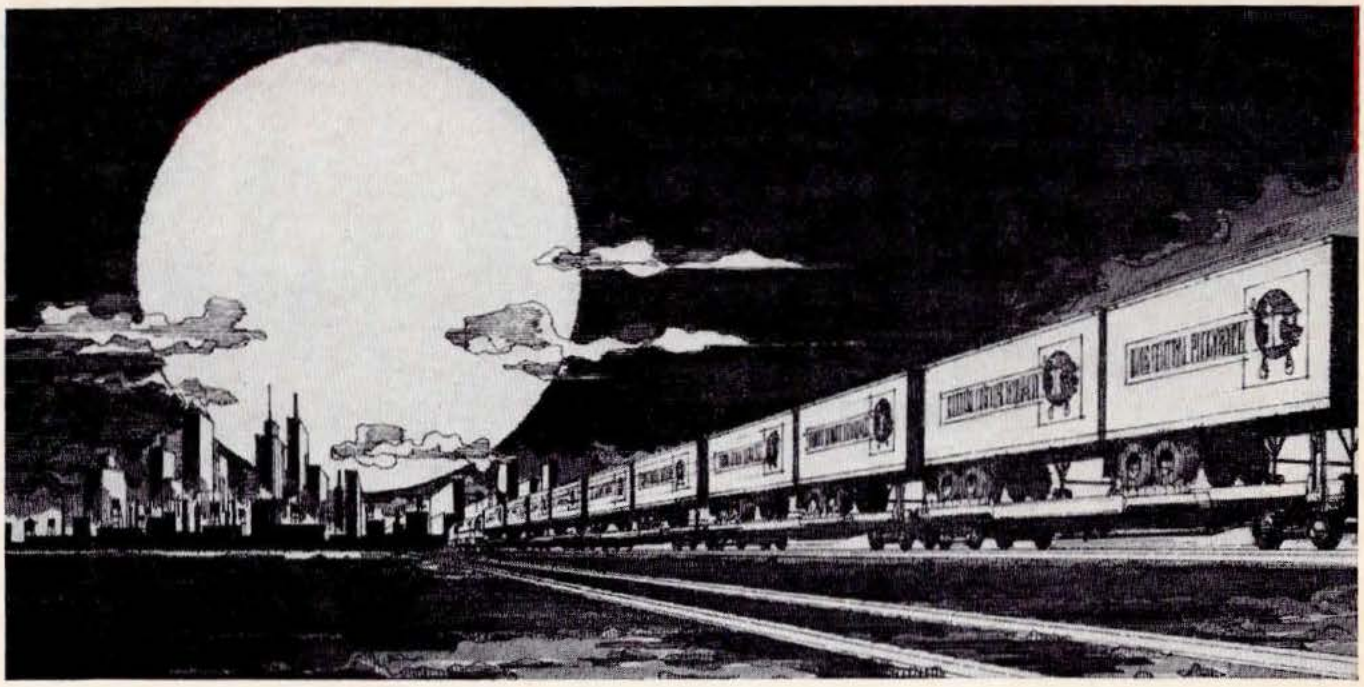

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The Uncommon Carrier

Illinois Central Railroad

Circle 32 on coupon page 50

John H. Lloyd
C&EI

Paul P. Borsik
C&NW

Harland Reed
GTW

John A. Conniff
IC

Guerdon S. Sines
MP-T&P

Alan D. DeMoss
SP

PEOPLE IN THE NEWS

ASSOCIATION OF AMERICAN RAILROADS.—James H. Bean, executive vice chairman, Purchases and Materials Management Division, appointed assistant to vice president, Operations and Maintenance Department. Mr. Bean will be in charge of administration of the AAR offices in Chicago and will also continue to be responsible for the Purchases and Materials Management Division.

ASSOCIATION OF WESTERN RAILWAYS.—Thomas A. Phemister appointed attorney.

BOSTON & MAINE.—Richard J. Sullivan, vice president—traffic, Boston, retired April 30.

BURLINGTON.—Raymond E. Skov, general attorney, and **Theodore G. Schuster,** assistant general solicitor, named assistant general counsels, Chicago.

Richard J. Schreiber, Richard M. Gleason and **John L. Pilon** named general attorneys, Chicago. Mr. Schreiber was formerly assistant general attorney, and Messrs. Gleason and Pilon were attorneys.

Simeon T. Thomas, general agent, passenger department, Minneapolis, named assistant general passenger agent, Omaha. **Martin F. Schember,** general agent, passenger department, St. Paul, becomes general agent, passenger department, Minneapolis and St. Paul.

CANADIAN NATIONAL—E. J. Cooke appointed vice president, express and highway services, Montreal, effective June 1, succeeding **F. A. Gaffney,** retired after 49 years with the CN. Mr. Cooke had been vice president, special duties, Montreal, with responsibility for development of CN's container division. He will continue to direct container operations.

D. E. Todd, information officer, news services, system public relations, appointed assistant to the manager public relations, St. Lawrence Region, Montreal.

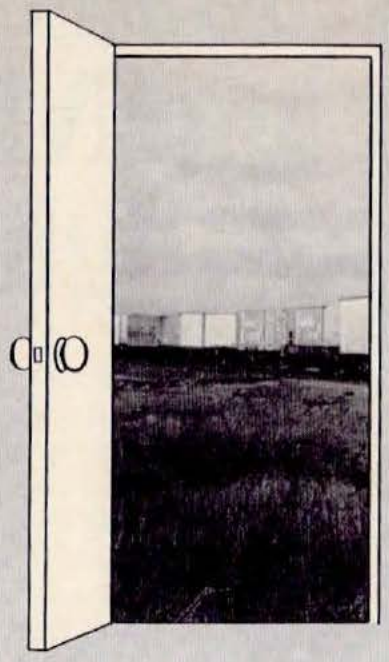
W. Sergeant, superintendent commuter services, Toronto Area, appointed project manager—commuter services, Great Lakes Region, Toronto, and his former position abolished.

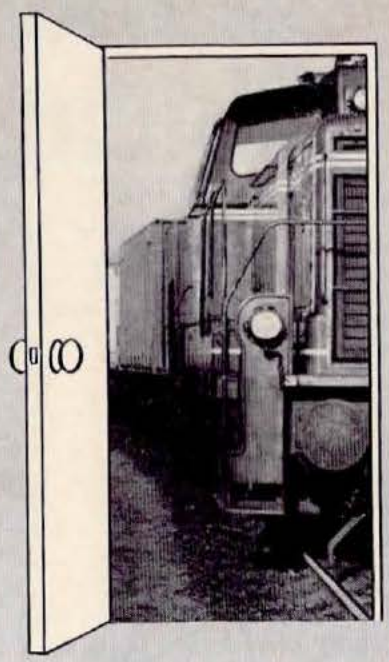
G. H. Bloomfield, manager of all CN rail and marine services in British Columbia, appointed general manager, Mountain region, Edmonton, Alta., succeeding **W. D. Piggott,** promoted.

Edward J. Healy, operations manager,

At GERMANRAIL we talk Freight

(with the accent on door-to-door service!)





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Joachim Wenzel, General Representative

Circle 19 on coupon page 50

Maritime Area, Moncton, named manager, Northern Ontario Area, Capreol, succeeding **Walter R. Mitchell,** appointed manager, Maritime Area, Moncton. Mr. Mitchell succeeds **J. G. Davis,** retired. **J. F. Weaver,** operations manager, Northern Ontario Area, Capreol, appointed operations manager, Southwestern Ontario Area, London, succeeding **R. A. Walker,** promoted.

T. R. Fell, manager–carload and express claims, appointed chief accountant, Great Lakes Region, Toronto, succeeding **B. E. Newell,** promoted.

N. E. Field, engineer maintenance, Rideau Area, Belleville, appointed to the new position of engineer administration, Great Lakes Region, Toronto. **R. G. Moffat,** area engineer, Toronto Area, appointed special projects engineer, Great Lakes Region, Toronto. **Peter P. Gajerski,** assistant engineer, maintenance of way, Edmonton, appointed area engineer Lakehead Area, Port Arthur, Ont., succeeding **G. J. Harlock,** who replaces Mr. Moffat. **P. R. Richards,** work study officer, Atlantic Region, Moncton, appointed assistant engineer maintenance of way, Great Lakes Region, Toronto, succeeding **A. E. Speers,** promoted.

R. M. Parker, system supervisor time service, Montreal, has retired. **R. C. Field** named system rules and time service officer.

A. S. Kocsis, assistant signal supervisor, Montreal Yard, appointed supervisor, signal construction, St. Lawrence.

CANADIAN NATIONAL — GRAND TRUNK.—Edward A. Svitil, general freight agent, New York, promoted to freight sales manager with jurisdiction over agencies in New York, Philadelphia, Washington and Pittsburgh. He succeeds **Rod J. MacDonald,** retired. **Charles W. Cerny,** district freight agent, Buffalo, named general freight agent, New York. **Charles W. Gainey,** district sales manager, Pittsburgh, appointed general freight agent, Buffalo, succeeding **Charles J. Radig,** retired. **James W. Consbruck,** district sales manager, Memphis, Tenn., succeeds Mr. Gainey at Pittsburgh.

CHICAGO & EASTERN ILLINOIS.—John H. Lloyd elected president. Mr. Lloyd, ex-executive vice president, **Missouri Pacific,** succeeds **Downing B. Jenks,** elected chairman of the board, **C&EI.** Mr. Jenks is also president of **Missouri Pacific** and **Mississippi River Corp.**

CHICAGO & NORTH WESTERN.—Paul P. Borsik, assistant general rates manager-grain and food products, named general rates manager-grain and food products, to succeed **Roy D. Erickson,** who retired May 1.

FRISCO.—Paul R. Moody, general attorney, and **D. L. Turkal** appointed assistant general counsels. Mr. Turkal was formerly assistant general solicitor, **Seaboard Coast Line.**

GRAND TRUNK WESTERN. — Harland Reed, assistant superintendent, Detroit division, appointed superintendent of the division, with headquarters in Pontiac, Mich.

ILLINOIS CENTRAL.—John A. Conniff named head of an industrial marketing group which has been established within the Marketing Department to serve the chemical industry.

LOUISVILLE & NASHVILLE,—William F. Farley, general agent, Atlanta, Ga., named division freight agent there. **David W. Hooker,** district piggyback representative, Nashville, Tenn., named freight traffic agent there. Mr. Hooker's successor is **James T. Spradley,** office manager, division freight office, Nashville. **John L. Blair,** commercial agent, Nashville, becomes assistant manager, piggyback sales, Louisville. **Henry L. Brooks,** assistant to manager, service and car utilization, Louisville, appointed assistant manager, service and car utilization, to succeed **J. R. Cormany,** retired. **William E. Linton,** freight traffic representative-service, replaces Mr. Brooks. **Richard F. Yadon** named manager, equipment planning. **William J. Powell,** divisions analyst, Louisville, succeeds Mr. Yadon as assistant to manager, equipment planning, Louisville. **Martin B. Madden** appointed to the new position of manager, freight rates, Chicago. Mr. Madden was formerly assistant manager, rates, **Illinois Central. G. T.**

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And, our PR-100 TOFC Ramp is a beauty when it comes to simplicity of operation, ease of maintenance and versatility in loading positions. Ramp adjusts to any piggyback flat car. Can be used at end-of-track terminals as well as on curved or straight passings. A beauty also for mobility. Towed easily over the road behind any fifth wheel tractor. Write today and ask about the beaut.

Ask, too, about the beautiful job we do on custom engineering and building any kind of rail car modification you need. Repair assignments are also welcome.

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Circle 18 on coupon page 50

Ward, freight agent, Atlanta, retired.

Jim P. Hill, general agent, Louisville, named district sales manager, Detroit. Mr. Hill's successor is **John R. Newton,** general agent, Detroit. **John F. Stenson,** general agent, Chicago, retired recently after 48 years' service. **Earl E. Holcomb,** supervisor of employment, Louisville, appointed assistant director of personal-employment.

MAINE CENTRAL.—**Ansel N. Tupper,** superintendent, **Portland Terminal,** Portland, Me., appointed general superintendent, MeC, Portland. **William L. Harris,** trainmaster, Waterville, Me., promoted to superintendent, Portland Terminal. **Arthur C. Lennon,** assistant superintendent, Portland, named assistant superintendent, Waterville. **J. Edmund Bouchard,** superintendent, MeC, Portland, retired after 51 years of service.

MILWAUKEE. — **Robert M. Mortenson,** staff assistant-freight sales, Chicago, named district manager of sales, Duluth, Minn., to succeed **J. E. Shannon,** retired (RA, May 10, p. 114).

MISSOURI PACIFIC-TEXAS & PACIFIC.—**Guerdon S. Sines** appointed manager-management information system development. **Arthur E. Anderson** named manager-management information system installation. Mr. Sines was formerly director of cybernetics development and research, **Penn Central.**

L. J. Beck, resident traffic representative, Nashville, Tenn., named general agent there.

NORTHERN PACIFIC.—**G. C. Hooseman,** district mail, baggage and express traffic agent, Seattle, named manager, mail, baggage and express traffic, St. Paul, succeeding **E. P. Reswick,** who retired May 1 after more than 38 years of service.

REA EXPRESS.—Has appointed The Public Relations Board, Inc., Chicago and New York, as public relations counsel. **Frederic J. Seidner,** PRB senior vice president, will direct the account.

RICHMOND, FREDERICKSBURG & POTOMAC.—**George W. Springer** appointed shop engineer, Richmond. Mr. Springer was formerly assistant mechanical engineer, **New York Central.**

SANTA FE.—**E. W. Frey** appointed director of TOFC terminal operations-HMT, Chicago.

SOUTHERN.—**Samuel D. Hammett** appointed assistant material handling manager, Sevier Yard, Tenn.

SOUTHERN PACIFIC.—**Alan D. DeMoss,** assistant general purchasing agent-system, appointed general purchasing agent-system, succeeding **J. R. Cade,** retired (RA, May 5, p. 32).

Charles E. Neal named assistant to chief engineer, San Francisco.

Donald V. Carson, office engineer-signal, San Francisco, named assistant signal engineer there, to succeed **John T. Van Loon,** who retired Apr. 30 after more than 43 years' service. **Glen D. Wilson** replaces Mr. Carson.

TERMINAL RAILROAD ASSN. OF ST. LOUIS—**Edward M. Rogers** named car accountant.

INDUSTRIAL TRAFFIC

Robert D. Hudson, assistant traffic manager, **Port of Los Angeles,** has been appointed secretary to the **Los Angeles Board of Harbor Commmissioners.**

Bruce Neeb, traffic manager for **Sanna, Inc.,** Madison, Wis., subsidiary of **Beatrice Foods Co.,** has been promoted to the newly created post of traffic manager, Grocery Division, Beatrice Foods at Clyman, Wis.

S. E. Mounes, general traffic manager, **Southwest Forest Industries,** Phoenix, Ariz., has been promoted to vice president.

Elmer R. Puddington has been appointed director of traffic, **Domtar Limited,** Montreal, Que., Can. Mr. Puddington has held senior traffic management positions in prominent Canadian companies.

John G. Dingley appointed transportation manager, Grocery Products Group of **Armour-Dial, Inc.** Mr. Dingley was formerly assistant manager, transportation, pricing and research, Transportation and Distribution division of Armour & Co.

(Continued on page 49)

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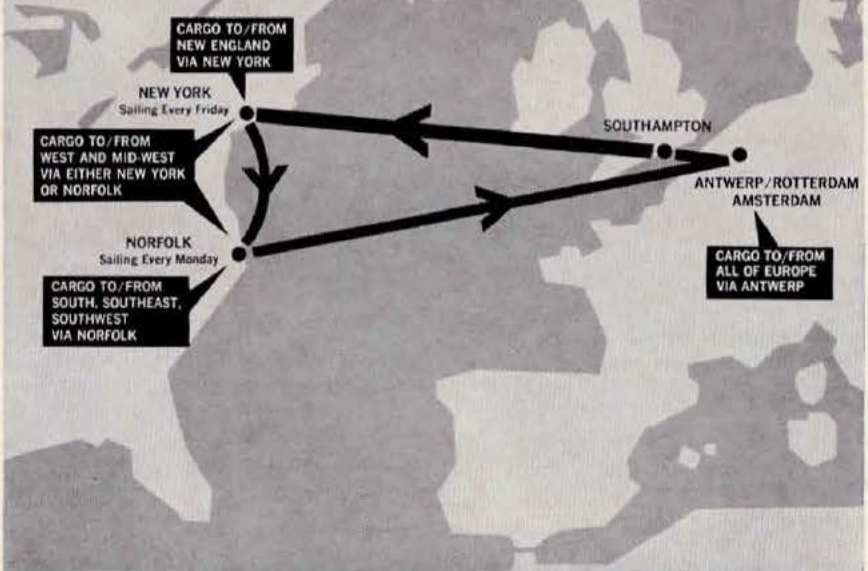
Best for you because:

BEL-PAK® Container System provides door-to-door service between two strategically located ports in the United States and Europe. Each port offers the latest heavy-lift dock facilities. Each is serviced by major railroad and trucking networks. Result: reduced transit time... savings on export packing, materials, and labor... and, assurance of greater reliability and safety. Call today!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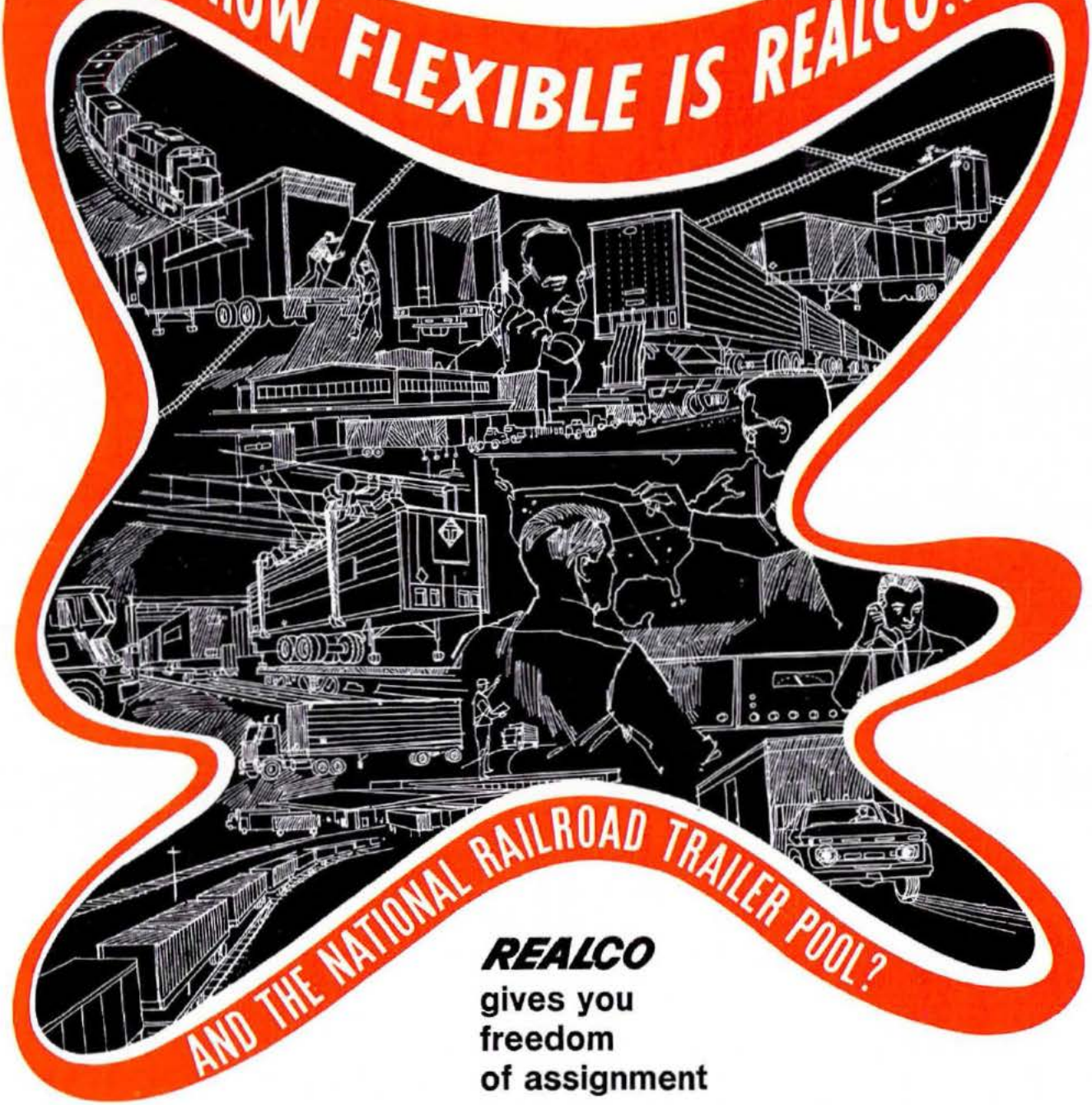

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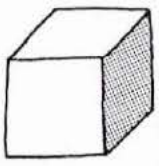


"Shipping Containers for Economy, Steels for Durability," write United States Steel, P.O. Box 86 (USS 5981), Pittsburgh, Pennsylvania 15230.

USS TRADEMARK United States Steel

Maurice H. Mates
Railway Age

Philip Harrison
Railway Age

INDUSTRIAL TRAFFIC

(Continued from page 44)

George A. Ruwet, assistant district traffic manager, **American Sugar Co.,** at Chicago, has been promoted to district traffic manager, Boston.

Thomas W. Rappsilber has been named an associate in the Transportation and Physical Distribution Group of **A. T. Kearney & Company, Inc.,** Chicago.

Fred O. Smith has been appointed director of traffic, **General Steel Wares Limited,** London, Ont., Canada.

G. H. Pettigrew, traffic manager, **Union Camp Corp.,** New York, has been named assistant general traffic manager–distribution services. **R. L. Schoening,** assistant traffic manager, has been appointed assistant traffic manager–rates. **E. J. Jaksitis,** assistant traffic manager, has been named traffic manager–rates.

Donald E. Tucker, assistant traffic manager, **Land O'Lakes Creameries, Inc.,** Minneapolis, retired April 30.

William J. Grover, assistant to the general traffic manager, **Youngstown Sheet & Tube Co.,** has been named to the new position of manager of transportation services, Youngstown, Ohio. **Thomas F. Maloney** succeeds Mr. Grover.

R. Harold Wright, assistant to general traffic manager, **Hardy Salt Co.,** St. Louis, Mo., has been promoted to traffic manager. Mr. Wright has assumed all duties previously handled by **Charles T. Brookman,** general traffic manager, who died April 19, after a heart attack.

Marvin C. Herring appointed supervisor of transportation services, **Jefferson Chemical Co., Inc.,** Houston, Tex. He will be responsible for the traffic, marine and rail equipment function.

SUPPLY TRADE

Alan W. Muncaster has been named supervisor of public relations and advertising, **AMSTED Industries.** He was formerly a news writer and announcer for **WICD-TV,** Champaign, Ill.

William E. Griswold has been appointed associate on the Cambridge, Mass., staff **Systems Analysis & Research Corp.** Mr. Griswold, formerly with **Arthur D. Little, Inc.,** specializes in problems of marketing passenger transportation.

Ronald R. Curtiss, sales engineer, **Kemlite Corp.,** Joliet, Ill., has been promoted to district manager. He will be responsible for the sale of products to the freight car and piggyback trailer industry in the Northeastern states, including Pennsylvania, New York, Connecticut, New Jersey, Rhode Island, Massachusetts, Vermont, New Hampshire, and Maine.

John F. Smith has been appointed manager of marketing, Industrial Battery Division, **Gould-National Batteries,** Trenton, N.J. He was formerly vice president of marketing, Haveg Industries, Inc. Mr. Smith succeeds **Richard J. Schubert,** promoted to assistant vice president.

Raymond Delrich has been appointed vice president of sales, **Hustler Products Corp.** of Camarillo, Calif., and Sydney N.S. He will head marketing activities for all products, including intermodal shipping containers, trailers, water purification systems and modular housing units. Mr. Delrich was formerly vice president of container sales, Standard Railway Equipment Division of **Stanray Corp.,** Chicago, and executive vice president of **Litewate Transport Equipment Corp.** of Milwaukee.

Parvin Riddle, Eastern District sales manager, **Transco Inc.,** has been appointed corporate general sales manager, Chicago.

C. M. Avery has joined **Lithcote Corp.,** as manager of the Repair Division, Altoona, Pa. Mr. Avery was formerly plant manager, **General American Transportation Corp.,** Chicago, Indiana.

Saleem S. Naber has been named manager, Precision Products Division, **Western Gear Corp.,** Lynwood, Calif. He was formerly manager, Electro Products Division, Pasadena.

Railway Age announces the appointment of **Maurice H. Mates** as art director and **Philip Harrison** as associate editor. Mr. Mates, a graduate of the Parsons School of Design, New York, was an advertising agency artist before joining Railway Age as art editor two years ago. Mr. Harrison, who was educated at Brooklyn College, was formerly associate editor in charge of special publications for the American Society of Heating, Refrigerating and Air-Conditioning Engineers, Inc. He also served as a photographer/reporter with the Military Police in Vietnam.

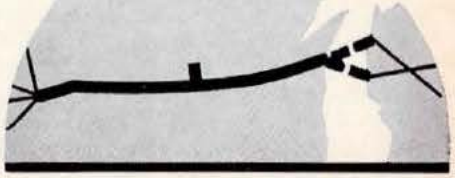
OBITUARY

George M. Crowson, 73, former assistant to the president, **Illinois Central,** died May 14 at the Illinois Central Hospital.

Joseph L. Ortner, Sr., retired founder, **Ortner Freight Car Co.,** Cincinnati, Ohio, died May 1.

Chester D. Smith, retired director of traffic, **Agway, Inc.,** Syracuse, N. Y., died January 16 at his home in Buffalo, N. Y.

Save a day the Green Bay Way!



Here's a fast, direct East-West route offering you seven connections. You by-pass congested cities and terminal delays. Frequent, all-weather train ferry movement across Lake Michigan.

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DIFFERENTIAL AIR DUMP CARS

CARRY MORE · WEIGH LESS!

MAINTENANCE OF WAY . . . ideal for ditching, rip-rapping, widening banks, and power shovel work.

REVENUE SERVICE . . . fast economical bulk handling for unit train or fast turn-around applications.

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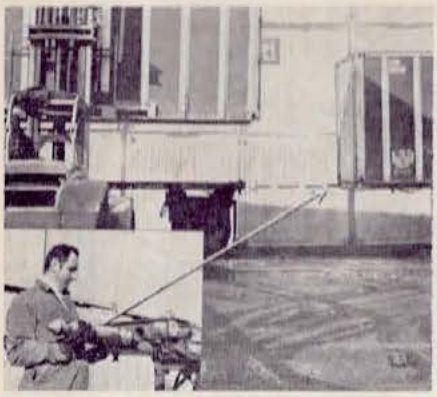
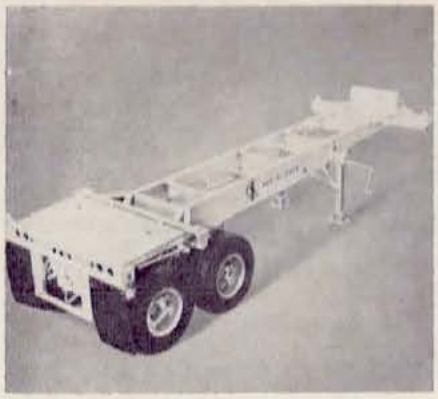
NEW PRODUCTS REPORT



Container coupling (RA-1)

Two 20-ft containers mounted on special chassis can be linked quickly with a bullet-shaped cast-iron cylinder, half of which is inserted into a receptacle in one of the chassis to be coupled. It is then locked in place and the chassis moved so that the exposed half of the bullet slides into a corresponding receptacle in the second chassis, to which the bullet is also locked. Two bullets, each 23 in. long and 3 in. in diameter, are used to mate each pair of twenties. The linked chassis can then be hooked to a tractor. The system can also be used to join containers not equipped with couplable corner castings. *CTI-Container Transport International Inc.*



Container chassis (RA-2)

Elevating and tilting ramp on ICS chassis for lease with 20- and 24-ft containers lowers or raises to flush with container floor. Wheels give chassis complete mobility on highway or at sidings. Chassis can be ramped from piggyback flats without special equipment. Positive lock pins on the chassis guide, position and hold container in place until unlocked. By use of a converter dolly, two chassis can also be coupled to operate as a 65-ft double. *Integrated Container.*

Container handling (RA-3)

The transporting and storing of empty shipping containers, especially in narrow aisles, is said to be simplified by the use of an alloy-steel container end handling attachment designed for use with Model B20, B22 and B25 fork-lift trucks. Container is secured by tilting mast forward and lowering upper retaining pins into top corner castings. Then, by tilting mast back while moving truck forward, lower pins are locked into bottom corner castings. *Towmotor Corp.*

NEW LITERATURE

SHIPPING-CONTAINER MOUNTS. Barry Controls' new shipper-container mounts are described in bulletin 2.33. These reusable mounts give efficient, economical protection for sensitive equipment subjected to the rigors of transportation. (NL-1)

CON-PAC STEEL. U.S. Steel has issued a new properties card on quenched and tempered CON-PAC steel. This weldable steel is intended for use in achieving weight reduction in, among other items, railroad cars. (NL-2)

TRACK SCALES: Railroad track scales with steel levers, tradenamed DURA-STEEL, covered by a 10-year warranty instead of the usual one-year warranty, are described in a new Howe Richardson Scale Co. bulletin. (NL-3)

PLYWOOD TRANSPORT EQUIPMENT. Recommendations for plywood design requirements in containers and other transportation equipment are the subject of a new laboratory report by the Technical Services Division of the American Plywood Association. APA research recognizes that the design of a cargo shipping container, railroad car or truck van is a complex problem embracing seemingly unrelated subjects. (NL-4)

DECALS AND LABELS. A new full-color catalog describing various types of decals, emblems and labels available for commercial, industrial and promotional use has been issued by Norsid Manufacturing Co. (NL-5)

RAILWAY AGE
THE TRANSPORTATION WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. J. Lindstrom)

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS IN ADVERTISEMENTS NUMBERED: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35

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NAME ..... TITLE .....

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CITY ..... STATE ..... ZIP .....

• **Inquiries can be processed only if title and company are shown.** 5/26/69

SCL adopting monitored maintenance

Seaboard Coast Line has announced it expects to become the first railroad to use a computer to diagnose repair and maintenance needs for locomotives while they are en route. Electronic monitoring equipment, designed by IBM to record the performance of 96 of a unit's operating functions, will be installed on 20 high-horsepower locomotives to be delivered by early 1970.

● **For the whole fleet.** This monitoring system is subsequently to go on other high-power units and eventually on SCL's entire motive-power fleet (presently 1,247 units).

Southern has been considering a similar system for several years and Lockheed made a cost/benefit analysis which indicated that en route monitoring of 144 parameters would justify the necessary investment.

As they have been doing with automated locomotive diagnostic testing and, more recently, with locomotive training simulators, railroads are again turning to products of aerospace technology. Airlines are making increasing use of automatic in-flight data recorders as a means of keeping tab on their jet engines. Typical are the Airborne Integrated Data System (AIDS) units on TWA DC-9s and the ASTROLOGS on American BAC 1-11s.

Performance data collected by SCL's monitoring equipment will be recorded on removable magnetic tape cassettes while the locomotives are moving and under load. Data will be transmitted from strategic stops to a computer at the Jacksonville, Fla., headquarters for analysis. If the computer, an IBM 1800 data acquisition and control system, discovers a potential malfunction in a locomotive, it will instantly print information on the repairs needed.

● **Supplements visual checks.** The new procedure will supplement the visual checks now given locomotives after each trip and monthly. "This is time-consuming, expensive and ineffective with the increasingly complex high-horsepower locomotives we have today," explains SCL President W. Thomas Rice. "With on-board monitoring we can detect faults while the locomotives are operating under the stresses, high temperatures and shocks of pulling a train, and the repairs will be of a preventive nature. Computer analysis of a locomotive's performance also will allow us to improve utilization, make better use of our manpower." ■

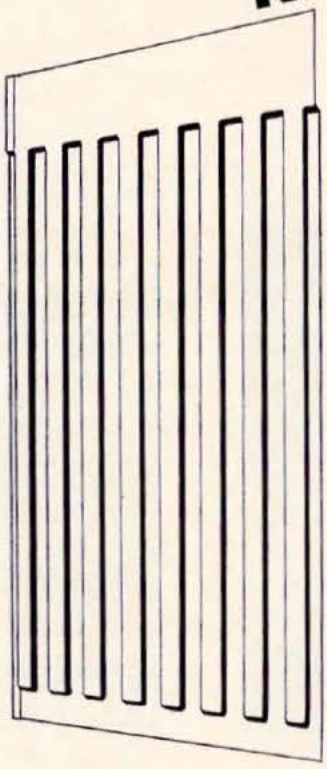
PROTECTING RAILROAD CARGO SINCE 1897

Being oldest is one thing. Being best is something else. Tyden is both – as more than 90% of North America's railroads testify by their exclusive use of the Tyden Seal. Should you be among the few who haven't gotten the word, please write today for free samples and details. We're not too old to move fast.

THE TYDEN SEAL COMPANY
Division of The Viking Corporation ☐ Hastings, Michigan 49058

Circle 25 on coupon page 50

NEW! GLASBORD® RIB PANELS HIGHLY IMPACT & ABRASION RESISTANT



This all new GLASBORD RIB PANEL is a versatile configuration—precision molded to provide maximum panel strength and a superior surface finish. The configuration is the convolute type as shown by the illustration, and features an easy-to-seal lap joint for simplified installation.

The ribs of the GLASBORD PANEL are wide with plenty of load-holding surface. They are properly spaced for adequate air circulation, yet close enough to hold back even small cartons. These wide ribs with well rounded corners prevent damage to hanging meat carcasses, and easily deflect glancing blows from pallets and fork lifts.

Steam cleaning and immediate cooling to subzero temperatures have no adverse effect on GLASBORD RIB PANELS.

A variety of lengths and widths is available.

ASK FOR BULLETIN 69.

kemlite

KEMLITE CORPORATION
Dept. RA
P. O. Box 429, Joliet, Illinois 60434

Circle 26 on coupon page 50

LETTERS

Mr. Volpe replies

Washington, D.C.

To the Editor:

I read with interest Railway Age's Monday Morning Report for May 5—noting in particular that you are keeping very close tabs on us indeed.

Of course, it should not be any other way. We are faced with tremendous transportation problems in this country and in spite of the Administration change, the public—and the press—has a clear right to "keep the heat on."

In reading Jim Beggs' April 17 speech, however, I think the omission of the word "railroads" in the listing of transportation system components was purely an oversight and, as you said, not "a fly speck on somebody's crystal ball." One doesn't talk about the trillion ton-mile railroad freight load projected for 1975 (as Jim did in the same speech) and forget railroads ever exist. As a matter of fact, as a further indication of the Department's interest, I requested [Federal Railroad Administrator] Reg Whitman only last week to submit his agency's views of where the Federal Government could best assist the railroad industry in fulfilling its role as a key transportation *system* element. I expect an early reply on this.

In the meantime, please be assured that DOT is not "afflicted with a blind spot" when it comes to railroads. And we do not hesitate to talk transportation and railroads; in fact, we welcome the dialogue from all quarters!

John A. Volpe
Secretary of Transportation
Department of Transportation

BART'S progress

San Francisco, Calif.

To the Editor:

I have just read your May 5 issue ("BART: The Home Stretch") and must hasten to report that I am pleased, flattered and overwhelmed. You've done a great job in reporting the system's progress, and really too great a job in attributing our success to me. I am not trying to be humble when I say that BART's progress is the result of the efforts of many, many people without whom none of our success to-date would be possible. Anyway, with that disclaimer, our sincere thanks and appreciation.

B. R. Stokes
General Manager
Bay Area Rapid Transit District

Freight-car capacity

Cincinnati

To the Editor:

The article called "Are we building enough freight cars?" [RA, April 28, p. 24], has prompted me to write this letter.

Our firm and our customers are users of the open top gondola cars. They are the general purpose variety and not specially equipped or constructed as discussed in the article on page 28 of the April 28 issue.

The thing that really disturbs me is the conclusions your graphs on page 25 would tend to show. Capacity has different meaning for different commodities.

(Continued on page 58)

HOW TO CHOP TIME & COST

Ship your products the "K" Line way: quickly, efficiently... anywhere in the world. How? Through "K" Line's fast fleet of containerized ships.

Complete mechanization permits loading and unloading in less than a day. We offer door-to-door carrier service to ports anywhere in North America

Contact "The" specialists in Far Eastern Trade. Contact "K" Line New York, Inc.; or our representative offices in San Francisco, Los Angeles, Seattle, Chicago, and Kansas City; or Kerr Steamship Co., or other agents.

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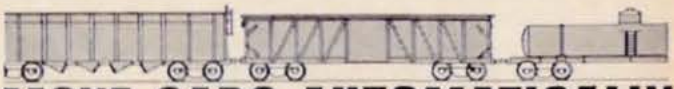

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The Nolan Hydraulic Car Mover (Model HCM) provides "push-button" positioning of railway cars for loading and unloading, feeding rotary car dumpers, etc.—45,000 lbs. pushing capacity. Reduces labor and eliminates costly, dangerous lengths of wire rope. Handles a string of 25 fully loaded cars on level track.

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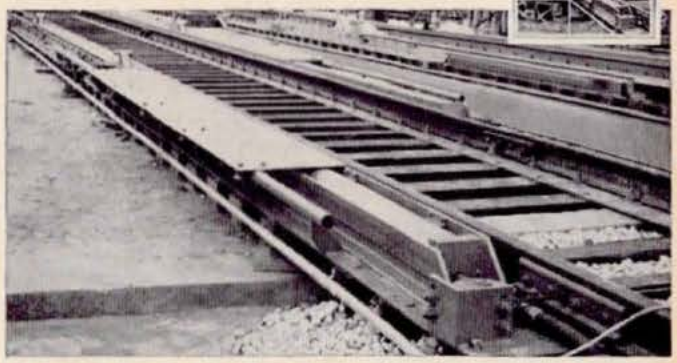


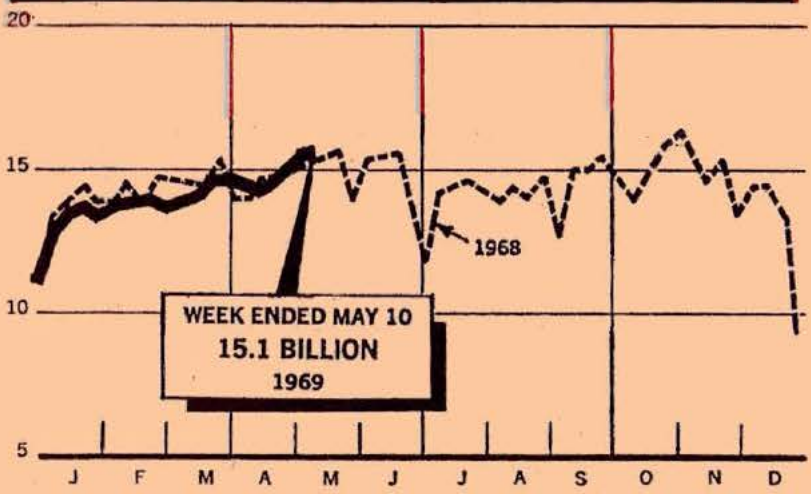
NOLAN

THE NOLAN COMPANY 160 Pennsylvania St. Bowerston, Ohio 44695

Circle 28 on coupon page 50

RAIL FREIGHT TRAFFIC TRENDS

BILLION TON-MILES (Estimated)



Source: Association of American Railroads

NEW ORDERS FOR MACHINE TOOLS*

	March 1969 ($000)	March 1968 ($000)	3 mos., 1969 ($000)	3 mos., 1968 ($000)
Metal cutting tools	114,450	94,150	298,800	255,450
Metal forming tools	42,650	22,800	124,650	68,400

MACHINE TOOL SHIPMENTS*

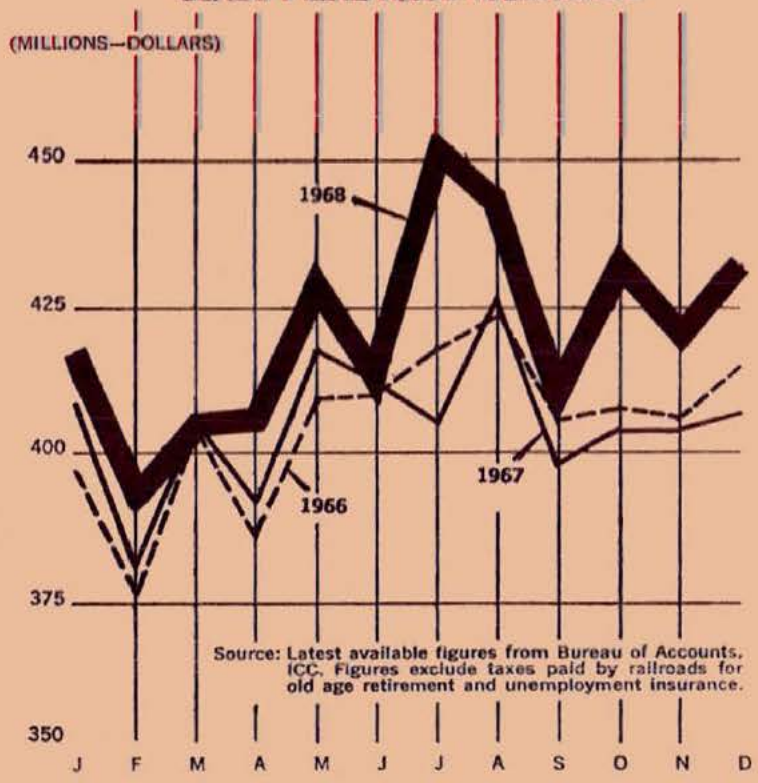
	March 1969 ($000)	March 1968 ($000)	3 mos., 1969 ($000)	3 mos., 1968 ($000)
Metal cutting tools	104,500	139,750	288,650	357,500
Metal forming tools	31,750	32,150	92,850	92,950

*Including foreign and domestic.
Source: National Machine Tool Builders' Association.

Current Statistics

Net Income, Class I roads	
Twelve months, 1968	$593,000,000
Twelve months, 1967	$551,000,000
New freight cars on order	
April 1, 1969	34,068
April 1, 1968	22,605
New freight cars delivered	
3 mos., 1969	14,999
3 mos., 1968	16,183
Serviceable cars	
April 1, 1969	1,376,543
April 1, 1968	1,401,160

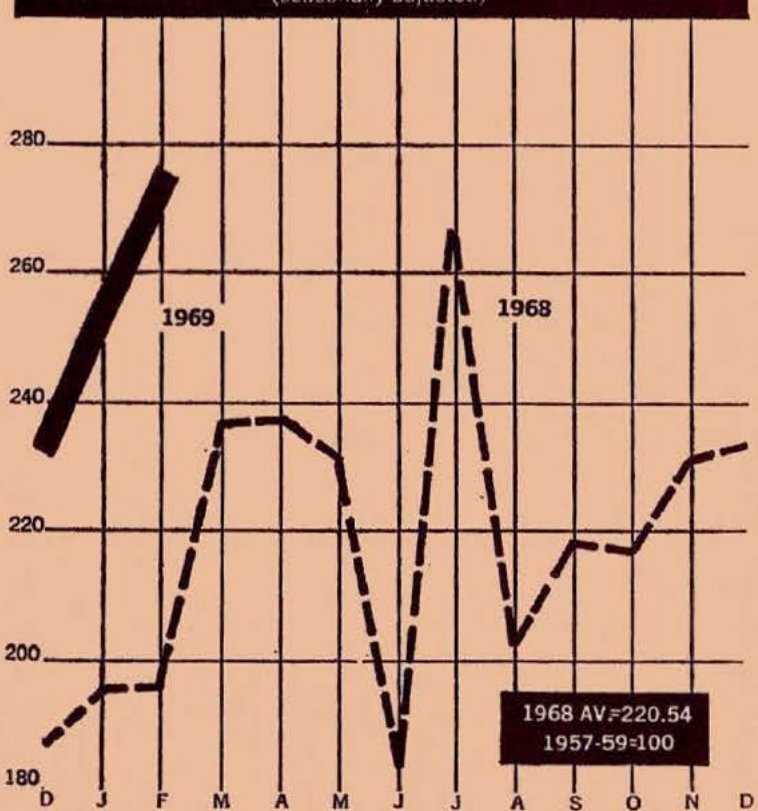
WAGE STATISTICS
CLASS I LINE-HAUL RAILROADS



Source: Latest available figures from Bureau of Accounts, ICC. Figures exclude taxes paid by railroads for old age retirement and unemployment insurance.

MATERIAL HANDLING EQUIPMENT BOOKINGS

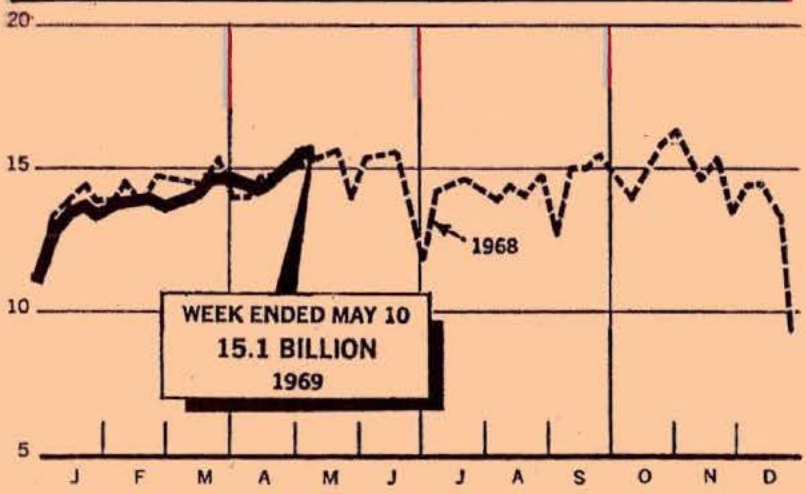
(seasonally adjusted)



Source: The Material Handling Institute. MHI says bookings of industrial material handling equipment in first two 1969 months—$253,092,299—are highest dollar volume ever registered by the industry in first two months of any year.

RAIL FREIGHT TRAFFIC TRENDS

BILLION TON-MILES (Estimated)



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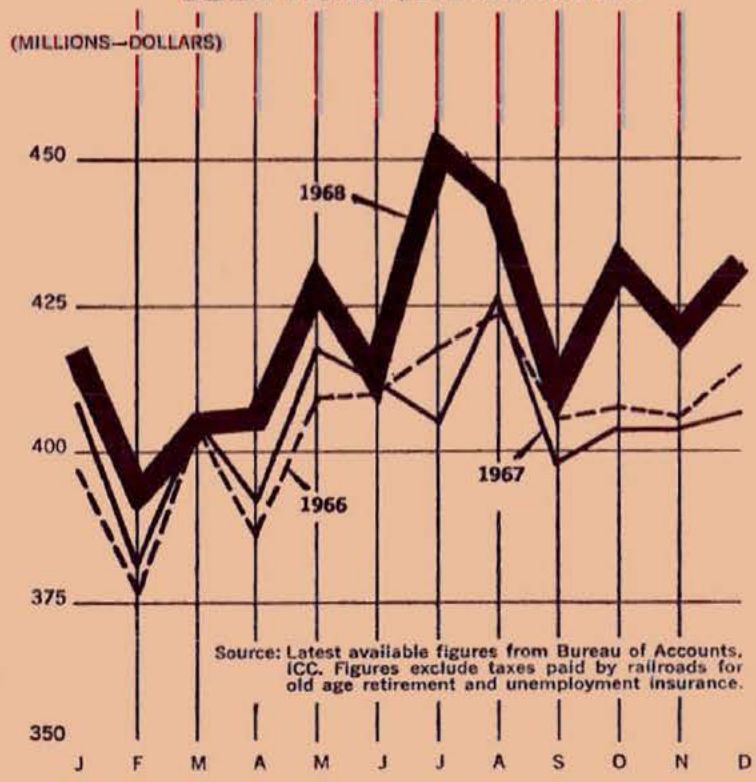

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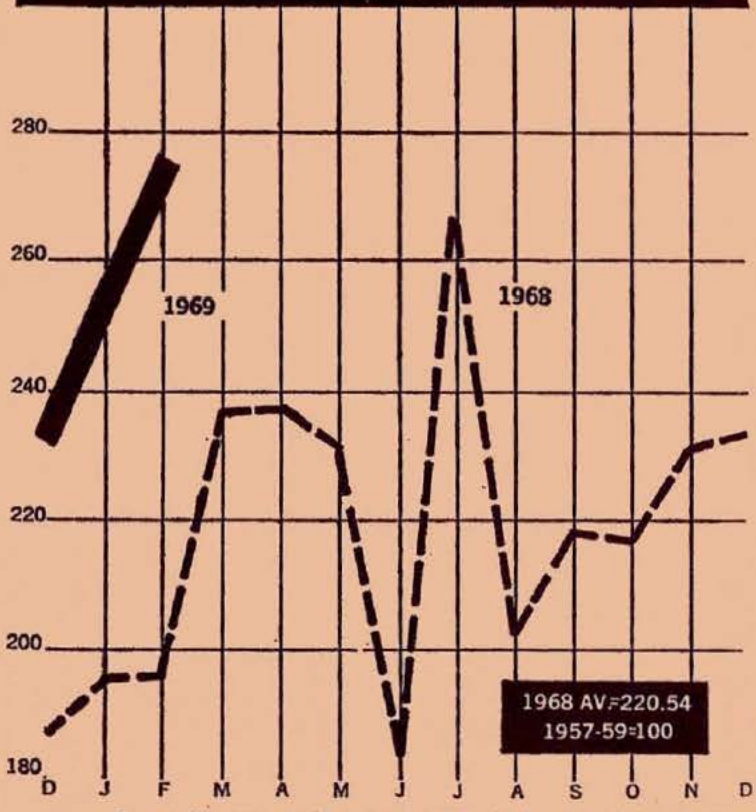


Source: The Material Handling Institute. MHI says bookings of industrial material handling equipment in first two 1969 months—$253,092,299—are highest dollar volume ever registered by the industry in first two months of any year.

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended May 17 totaled 583,583 cars, the Association of American Railroads announced on May 23. This was an increase of 13,353 cars, or 2.3%, compared with the previous week; an increase of 2,536 cars, or 0.4%, compared with the corresponding week last year; and an increase of 12,240 cars, or 2.1%, compared with the equivalent 1967 week. Ton-miles generated by carloadings in the week ended May 17 are estimated at 15.5 billion, an increase of 2.2% above the corresponding week of 1968, and 7.3% above the 1967 week.

REVENUE FREIGHT CARLOADINGS

Commodity	May 10 week	Preceding week	Per cent change
Grain	20,468	19,960	+2.5
Farm products	14,101	14,047	+0.4
Metallic ores	44,671	42,769	+4.4
Coal	105,869	110,518	−4.2
Crushed stone, gravel & sand	34,238	34,821	−1.7
Nonmetallic minerals	11,582	12,235	−5.3
Grain mill products	19,112	20,153	−5.2
Food & kindred products	24,037	24,909	−3.5
Primary forest products	25,594	26,541	−3.6
Lumber & wood products (except furniture)	16,516	17,472	−5.5
Pulp, paper & allied products	25,453	25,994	−2.1
Chemicals & allied products	35,508	35,067	+1.3
Petroleum products	11,027	10,942	+0.8
Stone, clay & glass products	22,904	24,169	−5.2
Coke	8,172	7,861	+4.0
Metals & products	30,130	32,664	−7.8
Motor vehicles & equipment	21,853	23,081	−5.3
Waste & scrap materials	15,281	15,300	−0.1
Forwarder & shipper assn. traffic	7,077	7,742	−8.6
All other carloads	74,647	74,509	+0.2
LCL traffic	1,990	2,026	−1.8
Total cars loaded	570,230	582,780	−2.2

CUMULATIVE TOTAL	1969	1968	1967
19 WEEKS	9,946,614	10,007,829	10,129,834

PIGGYBACK CARLOADINGS

U. S. piggyback loadings for the week ended May 10 totaled 25,894 cars, carrying 42,368 trailers, compared with 25,595 cars, carrying 41,506 trailers, in the corresponding 1968 week. Loadings for 1969 up to May 10 totaled 482,679 cars, carrying 792,811 trailers, compared with 470,164 cars, carrying 761,532 trailers, in the corresponding period of 1968.

FREIGHT-TRAIN CARS

● *Katy.*—Directors authorized management to proceed with negotiations for lease financing covering acquisition of 500 gondolas; 500 50-ft double-door box cars; 100 50-ft "grocery" box cars; 50 mechanical refrigerator cars; and 20 diesel-electric units.

● *Penn Central.*—Has ordered 113 high-cube jumbo box cars at a cost of about $3.2 million. The cars, for hauling auto parts, will be built by Pullman-Standard. They will be 86 feet long and about 17 feet high. Delivery is scheduled for August.

LOCOMOTIVES

● *Penn Central.*—Has ordered 150 2,000-hp. diesel-electric locomotives from Electro-Motive at an approximate cost of $30 million. The locomotives will be used to improve freight service on secondary and branch lines, and in classification yards. Deliveries are scheduled to begin in June and be completed by October 1. This order, said PC President Alfred E. Perlman, brings the road's locomotive acquisitions since merger to 380 units, costing almost $86 million, which can generate a total of over one million horsepower.

CAR OWNERSHIP

● *Serviceable cars.*—Revenue freight cars in serviceable condition owned by Class I railroads on April 1 totaled 1,376,543, compared with 1,401,160 on April 1, 1968, according to most recent AAR Car Service Division report. Estimated total ownership of all railroad- and privately-owned freight cars on April 1 (see table below), was 1,791,679 (average capacity: 64.68 tons), compared with 1,817,415 (average capacity: 63.30 tons), on April 1, 1968.

ESTIMATED OWNERSHIP—ALL REVENUE FREIGHT CARS

(April 1, 1969 vs. April 1, 1968)

		Box	Covered Hopper	Gondola	Hopper	Flat	Refrig.	All Others	Total
Class I	1969	548,809	122,910	197,782	404,982	69,303	52,755	55,248	1,451,789
	1968	563,261	120,705	198,990	417,722	67,675	51,785	57,787	1,477,925
RRO&C Refrig.*	1969	0	0	0	0	0	46,794	0	46,794
	1968	0	0	0	0	0	50,374	0	50,374
Private	1969	1,109	30,205	2,055	2,155	43,599	15,631	174,256	269,010
	1968	1,350	28,473	331	3,919	42,051	14,434	172,290	262,848
Class II & S&T†	1969	8,048	715	4,697	7,862	580	1,018	1,166	24,086
	1968	9,339	892	5,190	8,388	637	727	1,095	26,268
GRAND TOTAL	1969	557,966	153,830	204,534	414,999	113,482	116,198	230,670	1,791,679
	1968	573,950	150,070	204,511	430,029	110,363	117,320	231,172	1,817,415

* Railroad owned and controlled refrigerator car lines.
† Class II railroads and switching and terminal companies.

HIGHWAY

● *Miller Trailers.*—Has received an order for 800 semi-insulated trailers. Integrated Container Service Industries Corp. purchased the trailers for its subsidiary REA Leasing Co. for use by railroad customers.

YOU OUGHT TO KNOW

13 railroads receive health service awards

The Public Health Service has announced that 13 railroads merited special recognition for outstanding records on their dining and beverage cars in 1968. Special citations signed by the Surgeon General are being awarded to nine of the railroads by the Environmental Control Administration's Interstate Travel Sanitation Branch. The other four companies, which operate less than six dining cars each, are receiving letters of commendation signed by the Service's Chief Sanitary Engineer, Albert H. Stevenson. Railroads receiving special citations are: Atchison, Topeka & Santa Fe; Chicago, Burlington & Quincy; Chicago, Milwaukee, St. Paul & Pacific; Chicago & North Western; Chicago, Rock Island & Pacific; Erie Lackawanna; Great Northern; Illinois Central; and Northern Pacific. Those receiving letters of commendation are: Delaware & Hudson; Grand Trunk; Reading; and Western Pacific.

Transrail offers idle car service

A new computer organization in San Francisco will function as an information matching service, beginning June 2, bringing together users and sources of idle railcars on a nationwide basis. The organization, Transrail Systems, Inc., says that its service, known as INFO/MATCH, will enable subscribers to list any number of tank or hopper cars that are available for lease or sublease. It will also enable subscribers to inquire as to the availability of other subscribers' railcars. In addition, railroads will be able to list idle cars of all types under a special service. Industries transporting grain and feed, chemicals, fertilizers, food commodities, dairy products, petroleum, mining ore, and rock and cement products are expected to make the largest use of the service.

Intercity truck tonnage rose in 1968

Tonnage of intercity freight transported by truck during 1968, based on the operations of 2,273 Class I and II intercity common and contract motor carriers of property, was up 9.4% compared with 1967 and was 8.6% above the level for 1966, according to American Trucking Associations. These carriers transported 568,072,045 tons of intercity freight in 1968 compared with 519,420,711 tons in 1967. General freight carriers, transporting 40.8% of the total intercity tonnage, reported a volume increase of 9.7%. Liquid petroleum carriers, the second largest group with almost one-fourth of the total tonnage, showed an increase of 5.2%. Carriers of motor vehicles reflected the largest increase, 22.2%.

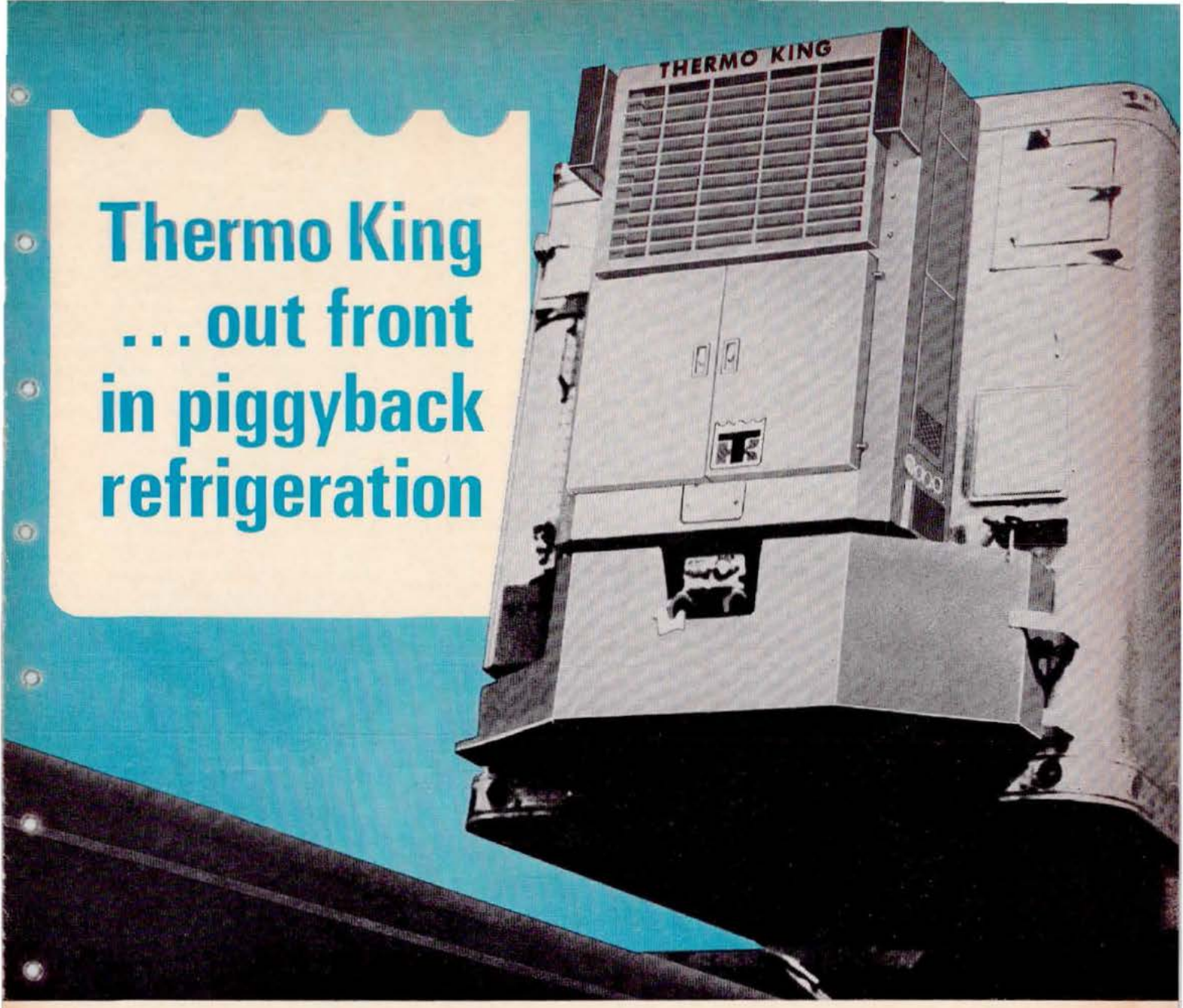
New records ahead for SP in 1969?

Southern Pacific set new record highs for revenues and earnings in 1968 —and the trend in '69 is still up. SP President Benjamin F. Biaggini credited a record high level of business activity and the railroad's capital investment program for the good showing. But, he noted, problems may lie ahead with cost increases and inflation cutting into profits later this year. Meantime, SP is increasing its spending program: "We have already placed orders this year for $164 million in new equipment, more than we spent in 1968 for all improvements. Included are more than 5,000 freight cars, 240 diesel-electric units and more than 600 trucking units."

G. M. Crowson, p.r. pioneer, dies at 73

George M. Crowson, founder of Illinois Central's public relations department and former assistant to the president at IC, died May 14 in Chicago. He was 73 and had retired from the railroad three years ago. Mr. Crowson was long active in the Public Relations Society of America, and was one of the organizers of the Railroad Public Relations Association and the American Railway Magazine Editors Association. Shortly after joining IC in 1920, he began an institutional advertising campaign which still runs and has been described as the largest continuous institutional program among American business firms.

Thermo King ...out front in piggyback refrigeration

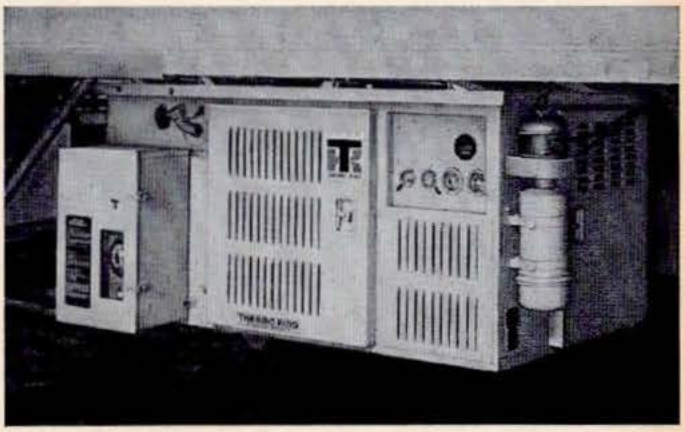


Professional piggybackers rely on special Thermo King frontmount or undermount units for perishable protection

Specially built to the rugged requirements of piggyback operations, these Thermo King refrigeration units keep perishable cargoes at constant temperatures, no matter how long the run or variable the ambients.

In these diesel-powered units, Thermo King has answered the industry need for absolute reliability with extra capacity components, engineering that provides an extra margin of safety, and maintenance features that save downtime and labor.

For information on why Thermo King units mean lowest cost per mile in refrigerated piggyback operations, write Thermo King Corp., Railroad Division, 314 W. 90th St., Minneapolis, Minn. 55420.



WORLD LEADER IN TRANSPORT REFRIGERATION

THERMO KING corporation

MINNEAPOLIS, MINNESOTA 55420

Circle 29 on coupon page 50

LETTERS

(Continued from page 52)

Total capacity (tons) would indicate larger cars are being built. This is true only in part. A standard 50-ton-capacity gondola that is replaced by a 100-ton gondola does increase carrying capacity. But if the 50-ton car was 52½ feet long with 3½-ft sides, and the new car carried the same dimensions, there could not be a change to the shipper.

I would like to see statistics that discuss cubic capacity, as well as load capacity.

If a product loads to 50 tons in a 50-ton car and loads the same 50 tons in a 100-ton car because the cubage is the same, there is no change in the capacity to that shipper.

All of this is a way of saying the carriers in many instances cannot increase loadings by retiring two small-capacity cars and replacing them with a higher-ton capacity without increasing the cubic capacity, too.

It would be interesting to see figures on the distribution of cars for the shipping public broken down not only as to total capacity (tons) but also as to cubic capacity; also interesting would be a breakdown showing special assigned cars vs. general purpose cars over the past 10 years.

I believe the strain of constructing special cars for limited commodities has reduced, and will continue to reduce, the car supply for the future.

Harold M. Pockrose
Director of Transportation
David J. Joseph Company

Railroad accidents

Fayetteville, Ark.

To the Editor:

The figures on railroad accidents for 1967 show a situation about which the railroad industry should be seriously concerned.

In 1967, train derailments totaled 4,960, an increase of 513 (or 11½%) over the previous year, while the 1966 figures showed a similar increase over those for 1965—and all this despite a reduction in transportation train-miles during those years.

We hear a great deal these days about hump yards, CTC, two-way radio, electronic car-tracers, miraculous computers, piggyback and container developments, and about trains two and three miles long pulled by umpteen diesel units of unprecedented power. The accident figures make it clear, however, that we are becoming less and less able to keep our trains on the track; and without that rather basic ability, the industry cannot remain in business very long, let alone boast about impressive know-how and advanced technology.

It goes without saying that many of the larger and more powerful locomotives put into service in recent years have heavier axle loads than their predecessors. The same is true of the new jumbo-size box cars, tank cars, covered hopper cars, and other rolling stock, in which twice the former load is carried by exactly the same number of wheels as in the older and smaller equipment. Heavier cars and longer trains moving at higher speeds would give the rails a severe beating even on a well-maintained track.

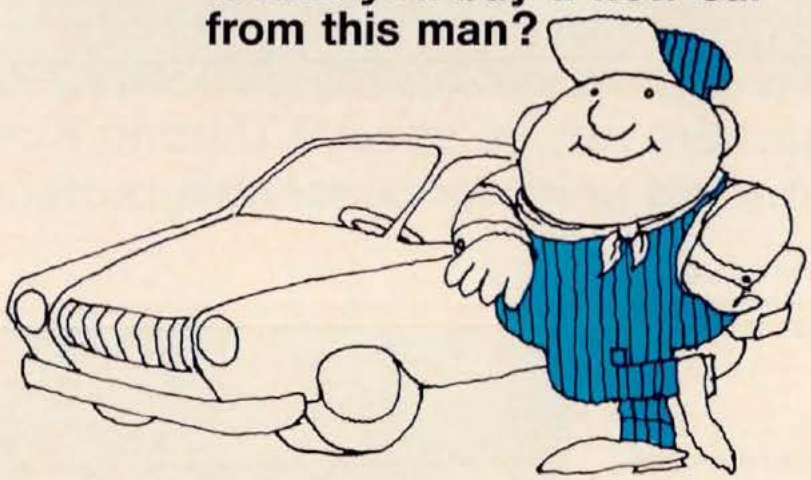
But several thousand miles of recent train travel have shown me forcibly that much of our trackage is badly maintained and is shockingly rough. It is no wonder that rails forty and fifty years old break more and more frequently under increased abuse, and our wonderful fast trains and their fine equipment are strewn in disarray across the landscape, destroying cars and cargo and disrupting traffic movements for days on end. Here we surely have a good part of the answer to the question of why the increase in derailments: inadequate track maintenance.

Admittedly, new rail is being installed here and there, and certain companies have invested heavily in new track-maintenance equipment. Unfortunately, however, many of the track gangs have been laid off, so that much of the new equipment serves chiefly as window dressing and the track continues to deteriorate. Until more track crews are put to work and a major campaign of track resurfacing is got under way, the current escalation of derailments will continue to paralyze our rail lines.

Computers and automation are all very well, but they are no substitute for practical railroad maintenance; and until we face up to the steadily worsening crisis of under-maintenance and learn to keep our trains on the track, we can hardly consider our railroads to constitute a transportation system worthy of the name.

Dr. Thomas W. Scott
Associate Professor
Transportation Geography
University of Arkansas

Would you buy a new car from this man?



Hardly. Our locomotive engineer's job is to deliver new cars, not sell them. He pilots trainloads of new autos to special distribution centers we've developed in strategic locations. From there they go to the dealer's showroom – and you.

It all adds up to better, faster, cheaper distribution. Maybe your product could use this kind of service. Just call our local salesman. Or, for our Distribution Services Brochure, write: C. R. Zarfoss, Vice President, Merchandise Freight Group, One Charles Center, Baltimore, Maryland 21201.

The C&O/B&O Railroads Cleveland 44101 • Baltimore 21201

Circle 30 on coupon page 50

DIVIDENDS DECLARED

CLEVELAND & PITTSBURGH.—7% Preferred, 87½¢, quarterly, payable June 2 to holders of record May 9.

DENVER & RIO GRANDE WESTERN.—27½¢, quarterly, payable June 16 to holders of record May 29.

GREAT NORTHERN.—75¢, quarterly, payable Aug. 1 to holders of record July 11.

GULF, MOBILE & OHIO.—70¢, increased, quarterly, payable June 9 to holders of record May 21.

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VIEWPOINT

For Trailer Train-and the industry-an important milestone

No bands will play, no flags will fly, and 12,000 railfans won't be cheering from the sidelines—but a comparatively quiet ceremony in Pittsburgh this week may well represent, in the long run, something more important to railroads than all of the Golden Spike pageantry so much in the news in recent weeks.

Golden Spike was essentially an act of self-indulgence, a fond and nostalgic look at the past. But the less publicized May 27 event in Pittsburgh—the ceremonial display of Trailer Train's 50,000th car—represents here-and-now railroading at its best.

The piggyback success story is well known. As Gus Welty points out elsewhere in this issue, piggyback progress continues to be so spectacular that its problems seem minor indeed—a happy reversal of the general railroad situation.

Less well known, perhaps, is the story of the company whose rise has paralleled (and helped account for) the rise of piggyback.

Trailer Train was formed at a time when piggyback was still an infant looked upon with suspicion by many old-line railroaders. At that time the 26 roads offering TOFC service were using a hodgepodge of equipment—modified flatcars, converted gondolas, only a handful of special piggyback cars.

TTX started operations March 17, 1956, with 500 75-ft roller bearing flatcars—and three guiding principles:

1. "To foster the growth of piggyback . . . and provide . . . the best available piggyback equipment."
2. "To furnish this equipment at the lowest possible cost . . ."
3. "To standardize this rail equipment . . ."

There are few among Trailer Train's 36 member companies today who would argue that TTX has not faithfully lived up to these guidelines.

Possibly Trailer Train's most spectacular accomplishment has been in car utilization—again, a reversal of the norm. TTX cars now average about 172 miles per car per day, 3½ times the average performance of freight cars. Automobile rack cars average 124 miles per car per day, and the entire TTX fleet averages 147 miles per car per day. This means that Trailer Train's fleet of 50,000 cars produces about the same mileage as 149,000 ordinary cars.

Trailer Train's great growth took place under the leadership of James P. Newell. Upon his retirement March 16, Curtis D. Buford, formerly president of the Pittsburgh & Lake Erie, took over the TTX presidency. Buford has already made it clear that he intends to rest on no one's laurels. He's growth minded; even as he unveils Trailer Train's 50,000th car this week, he will be announcing plans to acquire an additional 5,500 to 6,000 cars this year.

The Trailer Train success story is, of course, really an industry success story. It demonstrates what railroads can accomplish when they work as one toward a common objective. It is, partly, what Transportation Secretary John A. Volpe was talking about when he said, at Promontory, Utah, on May 10, "The railroads are just beginning to roll."

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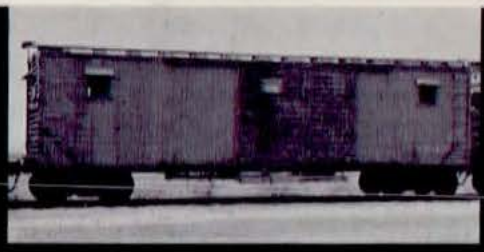

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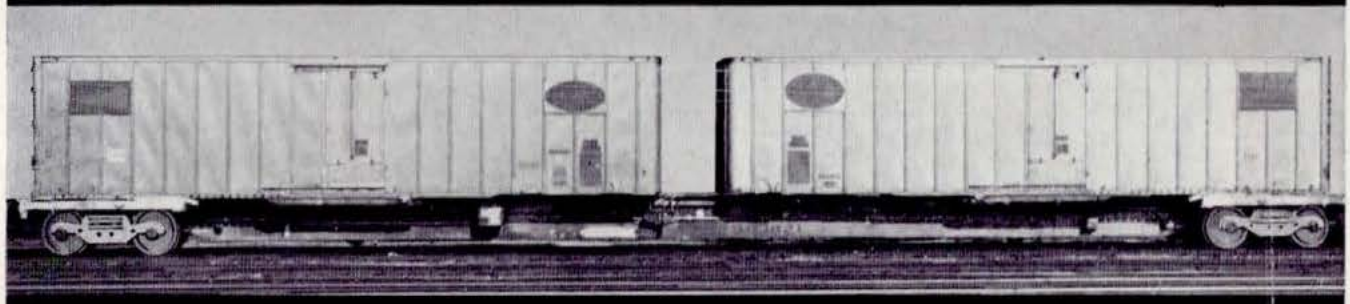

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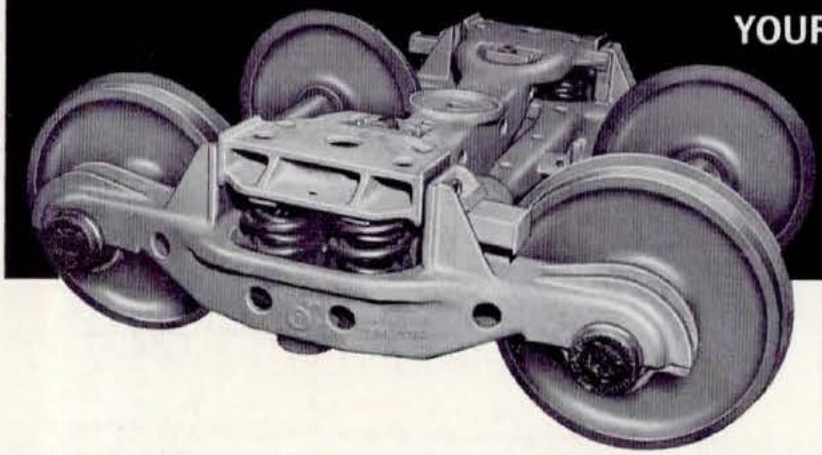

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